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A Neumann Business Broker Says Election 2008 is Affecting Foreign Interests



Written by Caitlin Corrigan

Wednesday, 01 October 2008

Atlantic Highlands, NJ - Inquiries from foreign investors seeking to buy or sell a business in the US have dropped considerably according to business broker, Achim Neumann.

"While we noticed a significant increase of foreign buyer inquires with respect to business purchases as well as domestic sales, in the first and second fiscal quarters, the third quarter has slowed considerably," says Neumann, President of A. Neumann & Associates, LLC.

Some financial indicators have attributed this trend to the general "wait and see" attitude and the upcoming election. "Dollar weakness has been associated with falling Presidential approval ratings for much of the past three decades," according to a study by Citi Investment Research. "In the last major "change" election (the defeat of Jimmy Carter and the victory of Ronald Regan in 1980), Presidential approval ratings improved with a changing of the guard, and the US dollar started to strengthen again."

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"There is no guarantee that history will repeat itself," says Neumann, "there is no telling as to how investors will respond to particular election outcomes."

The U.S. Congress recently passed a bill designed to "jumpstart" the economy by stimulating consumer spending. The bill includes tax incentives for businesses and income tax rebates for individuals.

Many aspects of the 2008 stimulus package have been overshadowed by the publicity over the consumer rebates. However, the bill also contains tax incentives intended to give small businesses the opportunity to invest in new equipment, create jobs and, stimulate economic growth.

"What we do know," said Neumann, is that those wishing to sell may not want to accept deals that are being now put on the table, and they may feel that their "dream" price is not actually forthcoming, so they are taking a wait and see attitude."

Neumann also stated that because financing has become a more difficult challenge for buyers, those that are seeking out professional help are fairing much better.

A. Neumann & Associates, LLC is a professional business brokerage and consulting firm with the objective of assisting business owners and buyers in the business transfer process. The company is the New Jersey representation of Business Brokers Network, a firm with 450 offices and more than 20 years of experience, and with access to thousands of qualified buyers and sellers throughout Canada and the U.S.

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