

New Episode of Transaction Talk | Fixing the Family and the Business Before You Sell, Scale, or Step Out

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For many family businesses, the biggest obstacle to a successful exit is not the market; it's family dynamics. In this episode of Transaction Talk, hosts Eric Sigman and Jennifer Fox welcome Jeremy Stevenson to discuss how he helps owners "fix the family and the business" during the transition process. Jeremy is an entrepreneur, consultant, and adviser who has helped over 150 family businesses unlock more than \$5 billion in value. He is also the founder of iBridge Global Partners, the only firm in the US that integrates family, business, and transition into a comprehensive strategy. In their conversation, he explains the difference between a family business and a family enterprise, why starting early is essential, and how aligning family members is just as important as growing the company. He also delves into navigating family dynamics when transitioning a business, the pitfalls of poor planning, how families can prepare both relationships and business strategies for a smooth transition, and more.

Listen to the full episode and subscribe to Transaction Talk [here](#).

Transaction Talk is a podcast co-hosted by RIW shareholder **Eric Sigman** and Jennifer Fox, the president of Transworld Boston. The podcast provides a 360-degree view of the current Boston M&A market and breaks down the deal process from a business, brokerage and legal perspective.

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