New Episode of Transaction Talk | The Seasonal Sale: Navigating Exits in Seasonal Industries

By RIW on November 13, 2025



All businesses experience some seasonality, but what sets the sale of a seasonal business apart from a typical transaction? On the most recent episode of Transaction Talk, Aaron Fox, Managing Director of Transworld Boston, joins hosts Eric Sigman and Jennifer Fox, to break down "The Seasonal Sale" and what makes these deals unique. They walk through a real-life seasonal sale, explain why annual financials are critical for valuation, and explore how to manage transition periods effectively. He shares thoughts on what it might look like to buy or sell during a busy season and unpacks one of the highest strategic acquisitions they see. The conversation also covers how lenders approach seasonal businesses and why the type of buyer can significantly influence the outcome.

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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