New Episode of Transaction Talk | Top 5 Deal Killers With Aaron Fox

By RIW on May 4, 2026



What causes a business sale to fall apart before it reaches the closing table?

In this episode of Transaction Talk, hosts Jennifer Fox and **Eric Sigman** welcome back Aaron Fox, Managing Director of Transworld Business Advisors Boston, to discuss why deals often break down, what warning signs owners should watch for, and how better preparation can keep a transaction moving forward. Aaron walks through the most common deal killers, including poor books and records, inconsistent financials, and a lack of supporting documentation. He also explains why lease issues can create major risk for buyers, how working with only one buyer can weaken a seller's negotiating position, and why due diligence surprises often create unnecessary friction in a sale. They also explore unrealistic expectations around valuation, deal terms, post-closing payments, and changes that may arise before closing, as well as the importance of staying prepared. Tune in to learn how sellers can avoid preventable mistakes, protect buyer confidence, and keep business sales on track from offer to closing with Aaron Fox!

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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