

**Opportunity Knocks for Small Business Owner**  
**June Newsletter**  
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Do you want to sell your business now? The new tax laws are already helping small businesses save money. Buyers on the other hand are keeping a close eye on the interest rates for loans. Consider where we are with the economic growth and recent world affairs that continue to change, especially in the last six months. Keep tuned in with news headlines which will help keep tabs on whether the global benchmark will change. Here are four important areas to consider if you are thinking about waiting for the “perfect moment” to sell:

- **Small Business Tax Benefits**

Small Business planning will be critical probably through December 2025. Since the “**Tax Cuts and Job Act of 2017**” went into effect, there are new rules, some bad, some good. For example, a positive is that business deductions on net income went up to 20%, on qualified small business income. On the flip side, travel and entertainment deductions have changed and deductions to employees may end up on a W-2. Barbara Willingham, Better Ledger, June 16<sup>th</sup>, 2018.

- **Interest Rates**

Last Wednesday, **The Federal Reserve lifted rates** the second time in 2018 with two more possibly by the end of the year, according to Independent Advisor Alliance CIO Chris Zaccarelli in an article released by Fox Business, Markets Dow Jones Newswires, June 16<sup>th</sup>, 2018, titled “What the stock market’s most crucial week of the year tells us about the road ahead”. So, get started now before another change occurs.

- **Tariffs Not Damaging Yet?**

Although we don’t yet know the final outcome of the recent China and President Trump talks, “tariffs haven’t resulted in lasting damage” to date but the trade tensions are weighing heavy on the markets. On June 18<sup>th</sup>, President Trump said that if China pushes, the U.S. will push back with greater strength. ...“the biggest threat is that an escalation of tensions could eventually hobble global economic growth” per Gregory Daco, head of U.S. economics at Oxford Economics, June 16, 2018. Sometimes taking these risks are for a greater more lasting positive change. In the meantime, no lasting change, positive or negative has happened yet.

- **Organization of the Petroleum Exporting Countries (OPEC)**

The OPEC meeting on June 22 will likely discuss the 2016 “hold back on crude production by about \$1.8 million barrels a day” that began in 2017, and is set to expire at the end of this year. If it is extended, then it will help drive fuel prices in Texas, which could impact economic growth. Investors will be watching this closely as an extension could continue to drive a rise in fuel prices on West Texas Intermediate oil. West Texas Intermediate oil, the U.S. and Brent, the global benchmark.

So, in closing, make sure to consult your accountant with regards to tax cuts for small business and get to know what tax laws best help your business. Find a lender “or two” that can keep you informed of the latest interest rates for small business loans, so you can see what buyers are looking at. Keep a pulse on the news headlines regarding the economy and what responses investors are giving, because what is important to them will make a difference in how they spend their money in the next few months. And finally, contact a Sunbelt Business Broker to help guide you in the process of selling your business.