

Boutique Business Broker of the Year – USA

Mel Lisiten, Chairman/President of Lisiten Associates, discusses the firm's excitement at receiving the award.

Lisiten Associates has become the leading Business Brokerage/ M&A in the Northeastern US. The firm focuses on privately held businesses for sale in the range between the Main Street Businesses and Wall Street.

To adapt to the current market conditions, Lisiten Associates has added additional marketing emphasis and has continued to grow. The firm is a member of 37 websites globally and are constantly adding more with emphasis on new industries.

Lisiten Associates has a global client base, with offices in New York, Florida, California and Beijing, China. The firm is planning additional offices in Russia, India, Great Britain and Israel in the future, and already has clients from all of those areas.

Commenting on the firm's greatest achievements over the last 12 months, Mr Lisiten noted that the firm recently sold its first gold mine for \$25 million and has just listed two more gold mines in Arizona for sale – one for sale at \$80 million and the other of \$1.1 billion.

"We are now opening another new division called MINEBROKERUSA.com, headed by Eric Hirsch an MBA, experienced in the mining industry," commented Mr Lisiten. "Eric has helped us grow the business. We expect to become an important factor in that industry."

"We have never been so busy," he continued. "We are getting may calls weekly from sellers wishing to sell their businesses as well as business owners looking for partnerships and/or licensing deals."

According to Mr Lisiten there have been events with a significant impact on the firm or its clients. He noted that the seques-

ter was expected to impact the firm's "aerospace companies for sale", but nothing has happened so far. The companies are all doing well and the firm's volume has consistently increased every year.

"Our reputation has grown along with our sales volume," he explained. "The average size of our clients have also been increasing consistently. Our clients definitely agree with our motto: 'Experience the Difference!'"

Lisiten Associates places a great deal of emphasis on the team culture within the company. The firm has constant training sessions as well as a variety of educational tools, and the staff all work within a team concept.

Looking ahead, Mr Lisiten is extremely optimistic about the company's performance in the next 12 months and already expects to receive more awards.

"We are definitely going to win again," he enthused. "We are already on track to do so."

The firm's goals are to keep growing and giving its clients its complete professional attention as in the past, "with Service, Service, Service!" In the next 12 months, Mr Lisiten predicts that the firm's volume will increase significantly and it will grow globally.

Mr Lisiten offered the following advice to other companies and award nominees: *"Work as hard as we do and you may also win an Award"*.

He concluded: *"After 32 years in business, we love what we do more than ever. As for me, they will have to carry me out of here in a pine box!"*



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Having counted the votes, analysed the supporting evidence and examined your achievements over the course of the last year, it is my pleasure to inform you that Listen Associates Business Brokers has emerged a clear winner and we present to you with delight the title: "Boutique Business Broker of the Year – USA "

The Acquisition International M&A Awards have quickly become a recognised brand in the transactional marketplace and with 2013 attracting a record number of votes and submissions from the leading professionals in the industry; you should truly see this as not only a key milestone in your development but reinforcement of your consistent ability to outperform your peers.

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