

Client Q&A with Sara Burden, President/Owner of Walden Businesses, Inc.

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administrator

By [administrator](#) on November 19th, 2015

This month, we caught up with Sara Burden, President/Owner of [Walden Businesses, Inc.](#), to hear what's going on in the M&A world.

IBISWorld: What challenge(s) do you and your company or department face right now?

Sara Burden: At the moment, our biggest challenge is buyers' inability to follow through on their decisions to acquire. The uncertainty/lack of stability being discussed in the national, and global, news each day has created a "yo-yo" effect in the buying community. We are not experiencing this on the sell side.



IW: How does/might IBISWorld help you overcome this challenge?

SB: I'm not sure that you can any more than you are already doing by providing us with current data/trends in the various industry segments in which we specialize.

IW: What do you foresee happening in your industry within the next year?

SB: We will continue to see good businesses come into the marketplace as the population ages and owners retire. *Hopefully* buyers will gain confidence in the economy and begin reacting accordingly to these opportunities.

IW: Tell us something interesting about yourself (hobbies, experiences, travel, etc.)

SB: I love to hike in the Sonoran Desert, along the coast, and in the mountains. I love to cook, especially for good friends and family who allow meal time to be a celebration. I Enjoy traveling and seeing this great country, as well as "friendly" parts of the world. I enjoy learning, and I'm a published author of *Erik's Hope*, available on Amazon and Barnes and Noble. I also teach M&A classes, facilitate workshops, moderate panels, and have been a guest speaker on talk radio shows.

Walden Businesses, Inc. is a mergers and acquisitions firm located in Atlanta, GA with offices in Raleigh, NC and Athens, GA. We represent the owners of privately held manufacturing, distribution and business-to-business service companies as they sell or merge.