

The Silver Tsunami Opportunity Report

What 6 Million Boomer Businesses Mean for You

CoreyParchman.com | Don't Build It — Buy It

The single greatest wealth-transfer event of your lifetime is already underway — and most people have no idea it's happening.

Over the next decade, approximately 6 million Baby Boomer-owned businesses will need a new owner. These aren't struggling startups. They're profitable, established companies with real customers, real cash flow, and real employees — businesses that Boomers have spent 20, 30, even 40 years building.

The owners are ready to retire. Many of them have no children who want the business. And the clock is ticking.

What Is the Silver Tsunami?

The term 'Silver Tsunami' refers to the mass retirement of the Baby Boomer generation — roughly 76 million Americans born between 1946 and 1964. As the last of this generation exits the workforce, they are taking their businesses with them.

According to the U.S. Small Business Administration and multiple industry studies:

- Approximately 6 million small-to-midsize businesses in the U.S. are owned by Boomers.
- The majority of these businesses will transfer ownership between 2024 and 2032.
- Less than 30% of family-owned businesses successfully transfer to the next generation.
- That leaves over 4 million businesses actively looking for an outside buyer.

This is the largest buyer's market in the history of American entrepreneurship.

Why This Matters for You

Most people think of entrepreneurship one way: come up with an idea, raise money, build from scratch, and hope it works. That is the hard way — and statistically, it almost never works.

Buying an existing business flips every one of those odds:

STARTING FROM SCRATCH

BUYING AN EXISTING BUSINESS

90% failure rate within 10 years	Historical acquisition success rates above 70%
0 revenue on Day 1	Cash flow from Day 1
No customers yet	Established customer base
No proof of concept	Proven business model
Years before profitability	Immediate SDE/earnings

The Window Is Open — But Not Forever

The peak of this transfer wave is happening right now. The window of maximum opportunity — where motivated sellers outnumber qualified buyers — is roughly 2024 through 2032.

After 2032, demographic pressure eases, and the dynamics shift. Sellers who needed to exit will have either sold, closed, or passed the business to family. The surplus disappears.

If you are going to use this window, the time to start positioning yourself is today.

How to Position Yourself as a Buyer

You do not need to be a millionaire, a Harvard MBA, or a seasoned executive to acquire a business. You need three things:

- A clear Buy Box — the specific type of business you are looking for and why.
- A basic deal team — a business attorney, a CPA who understands acquisitions, and ideally an acquisition advisor.
- SBA financing literacy — the SBA 7(a) loan program is specifically designed to help buyers like you acquire businesses with as little as 10% down.

The SBA has designated certain lenders as 'Preferred Lenders,' which means they can process acquisition loans faster and with more flexibility. These are your best entry point into the system.

A \$1.5M business generating \$350K in annual SDE can often be acquired with \$150,000 or less out of pocket using SBA financing.

Your Next Step

The Silver Tsunami is not a theory. It is a demographic certainty. The only question is whether you'll be positioned to take advantage of it.

Corey Parchman's book *Don't Build It — Buy It* gives you the complete playbook: how to find deals, evaluate them, structure the offer, secure financing, and close — without losing your shirt in the process.

**Ready to buy your first business? Book a free Discovery Call at
CoreyParchman.com**