AIBB National Conference in Cairns Highlights Growing Ties Between U.S. and Australian Business Brokers

ORLANDO, FL, UNITED STATES, September 16, 2026 / EINPresswire.com/ -- International Business Brokers Association (IBBA) Chairman Jim Parker traveled to Cairns, Australia, this month at the Australian Institute of Business Brokers (AIBB) 's invitation, joining Australian brokers and association leaders for the 2026 AIBB National Conference.



Jim Parker, Speaking at the AIBB Conference in Australia

In his keynote presentation, “The Pre-Market Edge: Turning Preparation into Profit,” Parker drew on his 25 years of experience selling privately held companies. The visit also gave members and leaders of the two associations a chance to exchange ideas about business brokerage, professional education, and transaction practices in Australia and the United States.

“There are differences in how we practice business brokerage in our two countries, but there is also an incredible amount we have in common,” Parker said. “The more that good brokers from different markets share what they’re learning, the stronger our profession becomes and, ultimately, the better we can serve business owners.”

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>
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Simon Bedard, President of the AIBB, said Parker’s visit made a strong impression on the association’s membership.

“It was a privilege to welcome Jim Parker to Australia and have the sitting Chairman of the IBBA share his experience with our members,” Bedard said.

“Jim’s presentation was extremely well received, and his generosity, knowledge and genuine enthusiasm for our profession made a real impression on everyone who had the opportunity to spend time with him.”

Parker said the exchange was a two-way learning experience.

“The goal isn’t to say, ‘This is how we do it in America, so this is how it should be done,’” Parker said. “Australia has some outstanding business brokers, and I saw things while I was there that made me think differently as well. That’s what makes this relationship exciting. We have an opportunity to learn from each other.”

The two countries have different regulatory environments, financing markets and transaction practices, but business brokers in both markets help owners address many of the same fundamental questions: Is the business ready to sell? What is it worth? Who is the right buyer? How should it be positioned?

Parker said he was impressed by the AIBB and its members. “I hope Cairns wasn’t simply a conference where I had the honor of speaking. I hope we look back on it as another step toward a much stronger relationship between the AIBB and IBBA.”

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