

John Honney



John Honney is Director of Business Owner Consulting in Northern Trust's Advisory Services Group. He works closely with the owners of privately held companies, helping them develop liquidity and succession plans. He helps clients assess their options in the context of prevailing market conditions, industry trends and the personal needs and preferences of the owners. He also helps clients understand what potential buyers may demand and expect, as well as how to prepare their companies for the smoothest possible sale process.

Prior to joining Northern Trust, Mr. Honney ran his own advisory services practice where he led private middle market companies through financings, transactions and other corporate development activities. He advised companies in the branded products, business services, steel, automotive and other manufacturing sectors. Previously, he was a member of the faculty of the Kellogg School of Management, where he taught "Venture Capital and Private Equity Investing," and was a senior member of BMO Nesbitt Burns Equity Partners, a private equity fund which invested in a broad spectrum of middle market companies.

Mr. Honney graduated cum laude from Middlebury College in 1989 and earned an MBA from the Kellogg School of Management in 1995.

He began his career in Goldman Sachs' Economics Research Group, later joining a boutique investment bank that specialized in distressed situations, where he advised unsecured creditor committees in Chapter 11 reorganizations.

Mr. Honney is an instrument-rated, multi-engine, commercial pilot.

He is a member of the Midwest Business Brokers and Intermediaries and serves on the Alumni Admissions Committee for Middlebury College.

He also works closely with the North Lawndale College Preparatory High School, helping recent graduates