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Conference Chair’s Message
Joe D. Lindsey, M&AMI, CBI

You Can Lead A Horse to Water, But...

“And so, my fellow Americans, ask not what your country can do for you; ask what you can do for your country.”

It’s been more than fifty years since President Kennedy spoke those words, and the world has changed dramatically during the ensuing five decades. Specifically here in the United States, it seems that many of us have morphed JFK’s charge of service to others into “what’s in it for me?”

“What’s in it for me?” is a question that the leaders of the M&A Source (your Board of Directors and various committees) attempt to answer when addressing the concerns of our members. To answer the question, the focus is on providing benefits (tools of the trade) that improve your skills, thereby helping you become more valuable to your clients.

The M&A Source pledges to be your bridge to success. The bridge’s building blocks will be on full display during the 2013 M&A Source Fall Conference and Dealmakers Expo: networking, education, learning, and improvement opportunities.

There is a quote from H.L. Mencken that says, “Those who can—do. Those who can’t—teach.” The M&A Source course instructors are the exception to this rule. We have a library of courses that were developed and taught by dealmakers and attorneys who are active and successful M&A professionals. Who better to learn from than from those who are in the trenches and willing to share their experience?

Besides the education that is offered during our semi-annual conferences, membership in the M&A Source entitles you to receive free benefits through your annual membership dues as well as discounted prices on the tools of the trade. Those tools include peiServices, ShareFile, Pratt’s Stats, Hoovers & First Research, GoToMeeting & GoToWebinar, MoneySoft, CapTarget, IBISWorld and One Source. Click here to review the list of member benefits.

There is another old saying that you may recall: “You can lead a horse to water, but you can’t make it drink.” The intended message is that people, like horses, will only do what they have a mind to do. My hope is that you’ll set your mind to do three things: (1) become an active member of the M&A Source, (2) attend the Savannah Conference, and (3) take advantage of the benefits.

Joe D. Lindsey, M&AMI, CBI
2013 Conference Planning Committee Chair