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Joe Lindsey, M&AMI, CBI

Chair of The M&A Source Board of Directors

Sharing Apples

[George Bernard Shaw](#) (1856 – 1950) was an Anglo-Irish playwright. A gifted writer, he is the only person to receive a Nobel Prize (in 1925 for Literature) and an Oscar (Best Screenplay for “Pygmalion” in 1938). You may not know that he was a charter member of the Fabian Society, Britain’s oldest political think tank. The Fabians are committed to democratic socialism.

So you might ask, why base an article on a well-known socialist, democratic or otherwise? Doesn’t the Fabian mindset run counter to the common characteristics of M&A Source dealmakers whose livelihoods are based on capitalism, entrepreneurship, and free enterprise? Yes, the overriding principles are worlds apart, but a quote attributed to Mr. Shaw illustrates an unanticipated commonality.

“If you have an apple and I have an apple and we exchange these apples then you and I will still each have one apple. But if you have an idea and I have an idea and we exchange these ideas, then each of us will have two ideas.”

The sharing of ideas demonstrates the very essence of who The M&A Source is and what we’re about. We provide opportunities for M&A practitioners to learn more about our profession, improve key skills, and become more valuable to our clients.

Each year our Spring & Fall conferences present networking, learning, mentoring, and improvement opportunities. Our 2015 Spring conference, which will be held at [The Sheraton Atlantic City](#) (May 4 -7), is the **45th** M&A Source Conference for Professional Development and Dealmakers Expo. Click on the following links for the details: [Registration Information](#); [Schedule](#); [Dealmakers Expo](#); [Workshops](#); [Educational Courses](#); [Networking Opportunities](#); [Hotel and Travel](#); [REGISTER NOW!](#).

These twice per year conferences can lay the foundation for establishing year-round relationships with your peers, M&A dealmakers. People who are new to The M&A Source are often amazed at the depth of camaraderie that exists between our members. That camaraderie exists in part because we all face the same challenges that our profession throws at us. Because of that camaraderie, we often share war stories and we have a history of offering advice to help each other overcome those common challenges.

As great as our conferences are, the good news is that these opportunities to share ideas are not limited to two fabulous weeks each year. The camaraderie that exists and our willingness to help each other is a year-round benefit of membership. If you are one of our members, you are a vital part of the club.

If you have a challenge and don’t know who to turn to for advice, feel free to contact any member of your [Board of Directors](#) or our many [committees](#). We want you to succeed!

As I've said countless times, The M&A Source is your bridge to success, or we can be if you'll let us. Success is achieved through professional competence. To that end, we provide educational content focused on:

- Value creating services for clients,
- Networking opportunities with the most active dealmakers in the world, and
- Industry information to inform intermediaries about best practices.

We provide a wide array of [benefits](#), the tools of our trade. Some of these tools are provided to you at no cost other than your annual membership dues. Other benefits are offered at prices that are substantially discounted as compared to non-member prices. The total value you'll receive far outweighs the cost of membership.

Please forgive me if this article sounds like a commercial for The M&A Source, but as this year's Chair, I suppose that role also entitles me to act as Chief Cheerleader. Let me encourage you to grab your apples and share your ideas. If you do, we'll all be better!

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