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### **I Was Looking for a Dime and I Found a Quarter**

"When I went to Chicago, I'll put it like this: I was looking for a dime and I found a quarter." [Buddy Guy](#)

I recently attended the 46<sup>th</sup> M&A Source Fall Conference and Dealmakers Expo in Albuquerque, NM. Our chosen theme was Challenges, Opportunities and Winning Strategies. According to our Conference Planning Committee Chairman John Howe, "That theme reflects not only our outlook on the M&A profession at this time, but the programs we presented in Albuquerque."

To paraphrase Buddy Guy, let me say that I found a quarter, too. That's another way of saying that I, along with the other attendees, got more than our money's worth. As much as I look forward to attending M&A Source conferences, I'm always amazed at the depth of the programs we offer and the willingness of our members to share their experiences with one another. Our conferences are attended by those who want to transition into lower middle market transactions, as well as intermediaries who have represented clients whose businesses have sold for more than \$100 million.

We want our members and conference attendees to achieve success. Well-seasoned attendees share the secrets of their storied successes with other veteran members, as well as with the less-experienced, hopefully allowing them to skip over the "school of hard knocks" experiences.

Over the course of four event-filled days and nights, our Albuquerque conference offered numerous workshops, education courses and networking events.

#### **Workshops & Panel Discussions led by Industry Experts:**

- Demystifying the Controlled Auction Process!
- Marketing the M&A Practice
- Brat Pack Revisited – Recruiting and Retaining New Talent
- Let's Make a Deal – PEGs Put Their Cards on the Table
- Add-ons as a Sales Opportunity
- Private Equity War Stories
- Tax Challenges and Solutions/New Issues on the Landscape
- Expand your Practice to Include Business Value Enhancement
- Generalist or Specialist – New Perspectives on an Old Question

#### **Education Courses developed and taught by seasoned professionals, not theorists:**

- Business Valuation for M&A
- Obtaining Quality Engagements with Quality Sellers
- Getting More of What You Want in Every Deal/Negotiation Skills

- Determining Required Working Capital
- The Life Cycle of a Private Equity Transaction
- Tax Boot Camp for the M&A Deal Maker

Besides the educational content that we offer, one of our main events is the [Dealmakers Expo](#). With literally billions of dollars of available capital represented in one room in one day, this is the must-attend event for any professional intermediary. This is a great opportunity for intermediaries to pitch deals (platforms and add-ons) and network directly with buyers in their market.

During this time-effective concentration of dealmaking, intermediaries usually outnumber the private equity firms on a scale of 3 to 1, and sometimes more. The fact that attendees are experienced professionals ensures PEG representatives that their time will not be wasted and they will have ready access to more potential acquisitions in a few concentrated conference hours than they could hope to ever see in one day in their office.

All of this and more is directly attributable to the almost 70 volunteers who donate their time, energy, knowledge and experiences to ensure that membership in [The M&A Source](#) and participation in our numerous programs helps you find that quarter instead of the dime you were looking for.

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