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Joe Lindsey, M&AMI, CBI Chair of The M&A Source

The Beatles, Maharishi Mahesh Yogi and The M&A Source

For those of you who are young, back in the 1960's there existed an English rock & roll band named The Beatles. Their musical influence was global, and these four lads from Liverpool had an enormous amount of pressure thrust upon them. In an attempt to escape from the pressure, they sought guidance from Maharishi Mahesh Yogi and his worldwide Transcendental Meditation Movement.



Pictured left to right: Paul McCartney, John Lennon, Maharishi Mahesh Yogi, George Harrison, Ringo Starr

Whether it's true or not can be debated, but rumor has it that at some point during the 1968 trip to India, the Maharishi was scheduled to take a short helicopter ride. John Lennon, a member of the Beatles, managed to get on-board the helicopter for some private time with the Maharishi.

When the helicopter returned from the short trip, the other three Beatles (Paul McCartney, Ringo Starr and George Harrison) confronted John. They wanted to know why John insisted on being in the helicopter with the Maharishi. His reason was simple and straight forward: John thought by having some alone time with the Maharishi, the Maharishi might give him the inside scoop on religion, the existence of a deity and the true meaning of life. In reality, John discovered that the Maharishi was a human being with no more insight than other mere mortals.

Based on his disillusionment with the Maharishi, John's original lyrics to the Beatles' White album's Sexy Sadie were "Maharishi, what have you done? You made a fool of everyone." Eventually John was convinced to change the lyric from "Maharishi" to the now familiar "Sexy Sadie."

Ok, so what do The Beatles and the Maharishi have to do with The M&A Source?

John turned to the Maharishi in his search for the keys to the kingdom, but discovered that the Maharishi did not have the keys, nor could he tell John where to find the keys. Unlike John's negative

experience, members of <u>The M&A Source</u> can reasonably expect a much more productive result when they attend our Spring & Fall conferences and Dealmakers Expos; sign up for our educational courses; participate in our workshops; register for our webinars; trade war stories during our various networking opportunities; and/or reach out to other members for advice.

The M&A Source is so named because it represents "the source" of opportunity and professional growth (the keys to the kingdom, if you will) for merger and acquisition intermediaries and strategic professionals who are dedicated to the lower middle market. The M&A Source provides opportunities for M&A practitioners to learn more about our profession, improve key skills, and become more valuable to our clients. Through networking, learning, mentoring, and improvement opportunities, The M&A Source is dedicated to being our members' bridge to success.

For those of you who are members of the M&A Source, I thank you. If you're not a member of one of our committees, I encourage you to sign up and contribute your unique skills, abilities and perspectives.

If you're not one of our members, let me encourage you to join us. The <u>benefits of membership</u> are many and far outweigh the cost of annual dues...something along the lines of a 5-to-1 return on investment.

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Best wishes to you for a safe, happy, healthy and prosperous 2015!

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Chair: The M&A Source Board of Directors