

Upcoming
Events

Networking Event
February 7, 2017
4:30 PM to 7:30 PM
Saz's
Milwaukee, Wisconsin

MBBI Illinois Event
March 7, 2017
5:30 PM to 7:00 PM
The Drake Oak Brook
Oak Brook, Illinois

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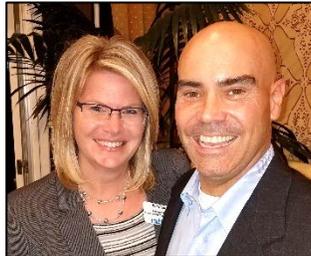
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Midwest
Dealmakers



Contributing Editors:



Tom Meyer, MBBI President, Senior Vice President, and SBA Lending Division Manager at CenTrust Bank, N.A.

Paula Cook, Wisconsin MBBI President, Senior Vice President, and SBA Business Development Team Lead for Huntington Bank



Midwest Business Brokers & Intermediaries (MBBI) started in 1996 after the State of Illinois decided to require business brokers and M&A Intermediaries to be registered with the State and pay an annual registration fee. Back then, a majority of the members of the organization were business brokers. They had a few attorneys as well. Everyone needs at least a few attorneys to conduct any business. The organization started meeting to discuss how to exist, how to network, how to do deals, and how to find people in the merger and acquisition world to assist with getting a deal over the finish line. We are extremely grateful to those who helped form the organization and to those who have served in a role as President, Executive Vice President, Treasurer, Secretary, or Board Member for the benefit of the overall organization and within MBBI's Chapters.

About 10 years after it formed, MBBI decided to expand and add a Chapter in Wisconsin. This effort was spearheaded by a few of the Wisconsin MBBI members who wanted to take on the challenge. The Wisconsin Chapter typically meets in Milwaukee, but has expanded its networking reach to events held twice a year in Green Bay, Wisconsin. The Wisconsin Chapter has seen year-over-year growth in membership, sponsorship, and attendance at all its events since the Chapter's inception. 2016, in particular, was a record year for the Wisconsin Chapter for event attendance. Chapter Events include a variety of meetings ranging from pure networking functions to a signature Private Equity event, held annually in December, and which pulled in over 250+ attendees at its event in December, 2016.

Today, MBBI is the premier membership and trade organization in the Midwest for deal makers, business professionals, intermediaries, investors, private equity and anyone involved in buying, selling, financing or investing in small- to medium-sized businesses. MBBI offers insight, education, exposure and access to some of the Midwest's most engaged professionals.

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The Midwest Business Brokers and Intermediaries (MBBI) association offers educational meetings, conferences and events to assist members in achieving and maintaining the highest levels of professional standards and qualifications. MBBI is comprised of business brokers, M&A intermediaries, investment bankers, attorneys, accountants, bankers, SBA lenders, valuation service providers, individual buyers, private equity groups, wealth managers and corporate buyers who collaborate to create the most valuable experience for respective clients. The united effort of educated professionals insures the highest standards, ethics and efficiency when buying, funding, and selling small and medium-sized businesses.

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We offer educational meetings, conferences, and events to assist members in maintaining and achieving the highest levels of professional qualification. We strive to provide our members with opportunities for personal and professional development. Through MBBI, we formulate valuable business practices, networking opportunities and the ability to collaborate with the best in the business to best serve all customers and clients.

From our standpoint, MBBI is a thriving, networking, deal-creating organization. Almost no deal can be created or closed without significant resources of other partners in the merger and acquisition world. Thankfully, all of the potential deal team members which you need for your particular deal are members of MBBI. You just have to seek them out, and can easily do so given that contact information for all of our active members can be found on MBBI's website. We fully recommend active participation in all the events of the organization. Whether you are new to the M&A space or a veteran, you can always network and meet new people or learn new things.

Becoming a member of MBBI with either chapter, or both, provides networking opportunities, education, a Deal Mart where deals are listed and can be marketed via the MBBI website, and discounts or complimentary admission to MBBI meetings. We also host an annual golf outing in July of each year, and provide access to the Private Equity Info™ database as well several more perks for our members and sponsors. Please reference the 2017 calendar of events listed on the www.MBBI.org website, and come and join us at an upcoming event. We look forward to seeing you there!

Tom Meyer, MBBI President, MBBI member since January 1999, corporate sponsor since 2007. He has served on the board of directors for over 12 years, led the golf outing and breakfast meetings, served as Illinois January Conference Chairperson and Executive Vice President, the 2016-2017 President. An SBA lender for over 19 years funding over \$350mm in SBA loans many of which have been made to fund business acquisitions. He is currently Senior Vice President and SBA Lending Division Manager at CenTrust Bank, N.A., located in Northbrook, Illinois. He can be reached at 847-899-3793 or tmeyer@centrustbank.com

Paula Cook, MBBI Wisconsin Chapter President, an MBBI member and corporate sponsor of MBBI since 2011; a Board member since 2012. With over 20 years of lending experience Paula has received many top producer awards in business development, and her deals have included many members of MBBI among members of the "deal team." Paula is currently a Senior Vice President and SBA Business Development Team Lead for Huntington Bank. She leads a team of 10 Business Development Officers in Illinois and Wisconsin, funding transactions predominantly in the Midwest. She can be reached at 414-531-5897 or paula.cook@huntington.com

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