



MISSION STATEMENT

The mission of Midwest Business Brokers and Intermediaries (MBBI) association is to promote professional and ethical excellence in the Business Broker, Intermediary and Deal Making community, thereby enabling Business Brokers and M&A Intermediaries to serve their clients more effectively. The goals of the association are to:

Enhance

the professional and ethical image of Business Brokers and M&A Intermediaries with other deal advisors and in the business community.

Educate

MBBI members in all related areas. Maintain high standards of professional service and performance.

Continue

the MBBI role as the voice of the business broker and intermediary community in dealings with regulatory authorities.

Communicate

to the business community the scope and quality of the services provided by its members.

Promote

better working relationships, the exchange of information, fellowship and mutual trust among its members.

CODE OF ETHICS

MBBI members are asked to adhere to a code of ethics, which is patterned after the IBBA (International Business Brokers Association) code. This code focuses on members promoting and following high ethical standards in relationships with the public, fellow business brokers and intermediaries.



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Networking and building client's wealth.



An Organization of Dealmakers Serving
Small and Medium Size Companies

www.mbbi.org



The Midwest Business Brokers and Intermediaries (MBBI) association is a growing organization of M&A advisors in the Midwest. It is an educational and a networking platform for dealmakers. Its members are Business Brokers, M&A Intermediaries, Law Firms, Accounting Firms, Asset Based Lenders/Factoring, Commercial Bankers, SBA Lenders, Valuation Services, Consulting, Corporate Buyers, Individual Buyers, Private Equity Groups and Other Services.



MBBI members represent buyers and sellers of businesses with revenues ranging from a few hundred thousand dollars to over \$100 million. MBBI professionals are committed to maintaining confidentiality and integrity during the buying and selling of businesses. Services provided by various members include marketing the business for sale, acquisition search, business valuation, financing, due diligence, and legal representation during the transaction process.



The association is dedicated to promoting professional and ethical excellence in the business broker and intermediary community. Members and non-members are able to attend twice-monthly programs featuring a deal mart, networking, and presentations by industry leaders on current topics.

A PROFESSIONAL AFFILIATION FOR:

Education

MBBI is committed to improving the professional capabilities of its members. At each monthly morning and evening meetings a featured speaker(s) presents a topic impacting transactions. Once a year MBBI holds an educational conference highlighting nationally recognized speakers. The conference also offers educational classes that can be used as credits in earning your Certified Business Intermediary (CBI). CBI is a designation awarded by the International Business Brokers Association (IBBA), the most respected organization of its kind in the country.

Deal Exchange & Networking

MBBI is the largest organization in the Midwest that brings together all professionals involved in the sale of small to medium sized businesses. During the course of the year MBBI provides over 20 networking and deal exchange opportunities. Time is allocated in the morning meetings, the evening meetings and during special events for members to introduce themselves, present their deals, and to network with their peers. Attendance at meetings ranges from 50 – 100 plus participants.

Government Issues

Illinois Regulates Business Brokering: The Illinois Business Brokers Act of 1995 [815 ILCS 307] regulates all those involved with business brokering. Penalties for non-compliance are severe. The law applies to all transactions involving businesses domiciled in Illinois regardless of size. The 1995 Act is administered by the Securities Department of Illinois Secretary of State's office. MBBI works closely with the Securities Department and the Secretary of State to assure that the laws and regulations are workable and fair. MBBI is currently working with them on a few legislative and regulatory changes.

Website

The website, www.mbbi.org, allows anyone to:

- Search for business opportunities posted by MBBI members. &
- Search the member database containing contact information

The website allows anyone to search for an M&A Advisor by their profession i.e. Business Broker, M&A Intermediary, Attorney, Commercial Bank, Accountant, SBA Lender, etc. In addition, members are able to access a powerful intramember e-mail communication tool.

Value

In addition to the immediate benefits of education, deal mart, networking, etc., MBBI members believe that the greater value of the organization is in increasing the visibility and recognition of the deal making profession. Fees for membership, educational courses, monthly meetings and conference are kept to a minimum thanks to our sponsors. **Membership benefits are:**

- Education
- Access to website www.mbbi.org
- Biweekly advertising in newspapers and magazine bringing buyers/sellers to our web site
- Deal Mart
- 20+ Networking events per year
- Membership Directory
- Annual Conference
- Legislative Liaison
- Golf outing
- "How to Buy/Sell a Business" Seminar



Sponsors

MBBI is fortunate to have leading banks, law firms, private equity groups and accounting firms provide annual sponsorship. The annual sponsorship program has been expanded Platinum, Gold and Silver. Sponsors receive special recognition and have their names displayed at each event. The Sponsor names are included in each MBBI communication, which means over 35,000 company images each year. Sponsorship opportunities are also available for each monthly meeting and each special event. For more information contact: VP Sponsorship at info@mbbi.org.