

CEMENT YOUR LEGACY

Let Our Merger &
Acquisition Consultants
Show You How To
**Become a Regional
Associate** of
The Baker Group.



As a Regional Associate of The Baker Group, there is **NO Franchise Cost and NO Financial Requirement** ...Only the desire to become your own boss and, with our provided training, create **Unlimited Financial Freedom**.

 **BAKER GROUP**



A MESSAGE FROM JERRY BAKER, CEO AND FOUNDER

Hello to those who are reviewing this booklet. I am the Founder and CEO of The Baker Group M&A Consultants, Inc. While being the Founder of the company, my wife Elizabeth, daughter Kristina Shaw, and sons Brian and Mark Baker have been involved in the business since its inception in 1987. As a family business, we have been fortunate to have many others join the company as well. Together, we are introducing you to a truly remarkable opportunity to join our company as a Regional Associate.

The Baker Group is a middle market Merger and Acquisition consulting firm. As such, one of our greatest needs is to have associates who contact prospects and secure them as clients. Our Regional Associates are free to determine their prospects or be provided prospects by the company. Once a Regional Associate obtains a signed agreement with a seller along with their financial history and background information, it will be turned over to one of our corporate Financial Analysts. At the same time, our Buyer Department will coordinate everything that needs to happen to finalize and close the sale.

It may take some time for a Regional Associate to acquire their first client agreement followed by a sale. However, the commission paid to our sales associates is quite attractive. For example, a sales associate will receive a 25% commission on the gross commission that the company receives from the transaction funds. For example, if a gross commission is \$1,000,000, the associate will receive \$250,000 for their commission on the day after the closing.

As a Regional Associate, there is no financial obligation or requirement. Training will be provided by The Baker Group to help you achieve success. Your financial rewards are ultimately up to you and your desire to find prospective companies who are needing or wanting to sell their business. This booklet provides the information you need to get started with us as a Regional Associate as well as our story and how we operate. We look forward to discussing our opportunity with you.

- Jerry Baker, Founder and CEO



BECOME ONE OF BAKER GROUP M&A CONSULTANTS, INC. REGIONAL ASSOCIATES



BGMAC IS IN A GROWTH BUILDING PROGRAM

Baker Group M&A Consultants is now offering an opportunity to become a Regional Associate. We welcome interested parties to join us. Those who become a Regional Associate are self-motivated to build their own financial legacy. They aren't happy with the normal status quo and can grow their business and income with BGMAC.

The beauty of becoming a Regional Associate is that there are no gatekeepers to keep your income regulated.

The opportunity to control your destiny.

When you work a 9-to-5 you're at the mercy of your boss and the company you work for. They can decide to hire or fire you, they decide how you spend your eight hours every day and what happens in those eight hours affects you beyond that time. The problem is today's economy. Gone are the days of working at a company for years and retiring with a pension.

No Income Restrictions

You have full control over your destiny. You ultimately determine the success or failure of your business. **\$\$ EARN BIG COMMISSIONS** by finding companies who are interested in selling their business and getting them to sign a BGMAC engagement agreement. Then, let our corporate BGMAC team work on getting them a buyer.

A flexible schedule

So many people begrudge the office routine that it's called the "9-to-5 grind." As a Regional Associate, you have the opportunity to break out of that cycle and create your own schedule. Start your day early if you're a morning person, work later in the day if you prefer evenings, and take an afternoon jog whenever the fancy strikes.

Unexpected and thrilling experiences

If you are considering becoming a Regional Associate, you probably appreciate the value of the unexpected. Not knowing exactly how the day is going to play out when you wake up is exciting.

Location independence.

The beauty of being a Regional Associate is the opportunity to do something that supports you no matter where you are in the world.

As an employee, no matter how hard you work, the financial remuneration you receive is limited to your salary and an occasional bonus.

As a Regional Associate, you will have a new opportunity to create your own financial freedom with unlimited earnings potential

JUST IMAGINE...

- **Save for big purchases, such as a vacation, boat or new home.**
- Your income potential is unlimited.
- You choose where and when to work.
- Make money by doing something you enjoy.
- Make an impact on people's lives.
- You get to be a leader.
- **You're your own boss.**
- Meet like-minded people.
- You are constantly growing.
- Pay off your debt.
- Stop living paycheck to paycheck.
- Help you reach retirement sooner.
- Become more diversified with your income streams.



Corporate planes are available for business use to work closely with our clients.



AIM HIGHER AND REACH FOR YOUR DREAMS

When individuals make the decision to entrust in Baker Group's services they have the freedom to concentrate on what is possible... owning their own business brokerage company.

FIND SOLUTIONS for Business Owners
as a **Baker Group Regional Associate.**

For over 30 years, Jerry Baker has been involved in consulting with clients to sell their businesses. The company has a successful track record in working with its clients to structure a transaction that meets the needs of its client's long-term goals.



IS THIS THE LIFESTYLE YOU'RE CURRENTLY LIVING?

It can be! When you work hard, you can play hard.

Welcome to the next stage of your life and business.

Baker Group M&A Consulting is the company to trust when it is time to consider exploring and owning your own business.

As an owner of a closely-held business, it is likely that you will face one or more of the following challenges and opportunities:

- Perhaps you are not ready to retire today, but would enjoy the security of converting your time into cash in order to have some liquidity.
- By running your business, you will see certain opportunities for growth that you might not have had the potential to utilize before. You will have the capital to grow your business
- Economic changes are bound to affect you, and you know that it would be wise to consider joining forces with another corporation to build a successful merger and acquisition consulting business.
- You would like to have the financial freedom that you haven't had before.

BGMAC is proud to accomplish all of the intricate steps involved in bringing an interested acquirer to the table. Bringing about a successful transaction involves timing, talent, experience, and practice, among many other attributes.

"Having had the opportunity to work with Jerry Baker for many years now, I can honestly say you will always have someone available to answer any questions you may have, and address any concerns."
- Lisa Sics, Regional Associate



OUR PROCESS

Simple | Unique | Risk Free

Business Owners **Trust Us and Our Associates**

When business owners make the decision to entrust in Baker Group M&A Consultants, Inc.'s services they have the freedom to continue to concentrate on what they do best...operating their business.

Baker Group M&A Consultants, Inc. is proud to accomplish all of the important steps involved in bringing an interested acquirer to the table. Bringing about a successful transaction involves timing, talent, experience, and practice, among many other attributes. Below is a general outline of the step-by-step process that Baker Group M&A Consultants, Inc. undergoes in reaching successful transactions. The process has been broken down into critical stages.

As a Regional Associate, you will talk to business owners about the opportunity of considering options to ownership. Selling may be one option or possibly just selling part of their business to a financial partner.

PREPARING THE COMPANY FOR REVIEW

At no cost to our Client, BGMAC compiles business and financial information that our Client has provided to us in consultations and then we prepare a detailed Company Summary and Information Booklet.

BGMAC provides this Information Booklet to the interested Acquirer(s) for their review. Discussion takes place between Acquirer(s)

regarding the Information Booklet, questions are answered and items are clarified. Discussion with Client regarding Acquirer(s) interest in moving forward toward a potential acquisition or recapitalization. Additional information may be requested either verbally or in report format. This step may occur several times as negotiations proceed and further information is requested by Acquirer(s).

OFFERS & TERMS OF PURCHASE

Acquirer and Client generally meet at Client's business. Acquirers prefer to meet at Client's place of business; however, under certain circumstances an "off site" meeting may be arranged. The purpose of this meeting is to establish a relationship between the Acquirer and the Client as well as view the operations site during its active operational hours.

Baker Group has the ability to bring the buyers directly to our clients. With access to our planes it gives our team the luxury of being able to work closely with our clients and buyers.

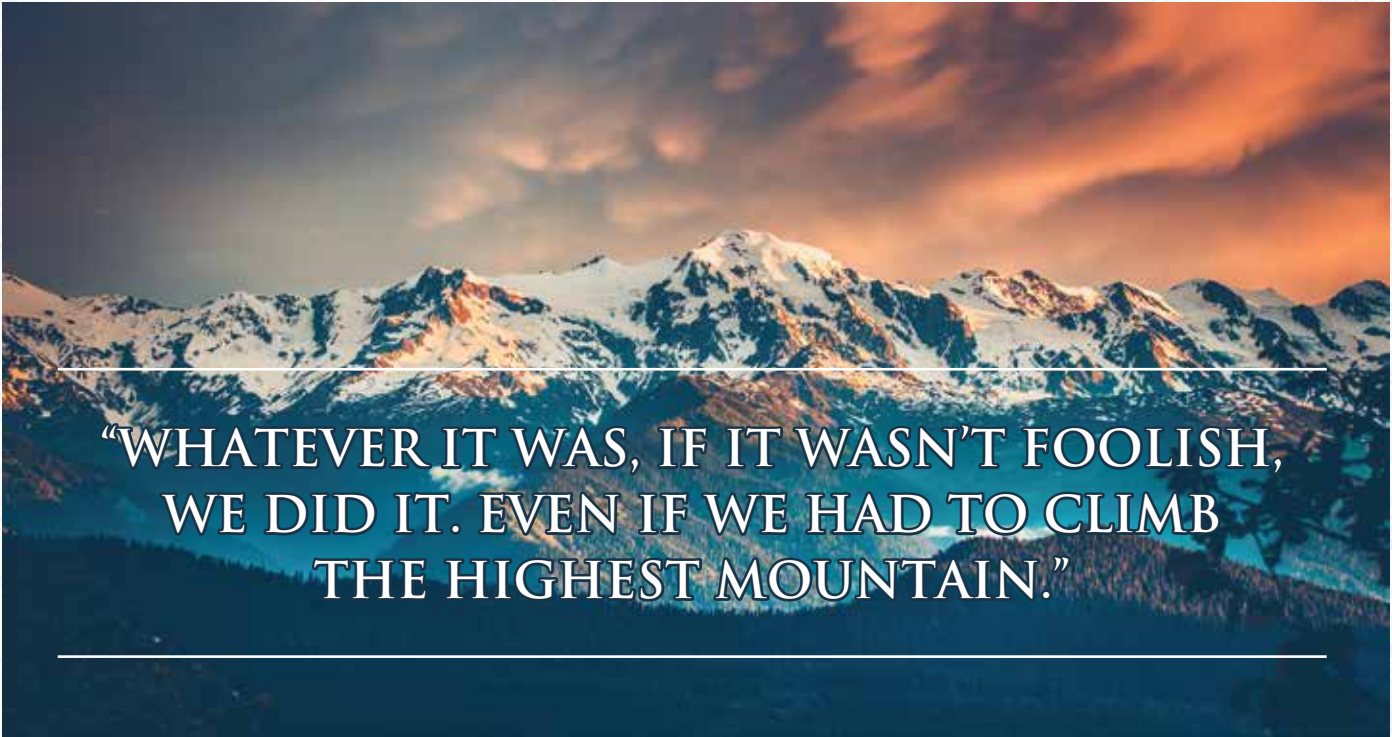
After the meeting, BGMAC will have discussions separately with both Acquirer and Client to discuss overall impressions. Further questions or requests for information may result. The decision to move forward with relationship is also discussed with both parties.

DUE DILIGENCE

On site audit review (more than one may occur) is conducted by the Acquirer. Our staff works with buyers through due diligence to produce a successful closing.

Purchase Agreement, along with other ancillary documents, are prepared by Acquirer's legal department and presented through BGMAC, who in turn will forward to Client/Client's attorney for review and comments as necessary.

Terms of Purchase Agreement are agreed upon and Client and Acquirer execute the documents, and the transaction is closed and funds dispersed.



“WHATEVER IT WAS, IF IT WASN'T FOOLISH,
WE DID IT. EVEN IF WE HAD TO CLIMB
THE HIGHEST MOUNTAIN.”

A photograph of a majestic mountain range with snow-capped peaks under a dramatic, orange-hued sky at sunset or sunrise. The foreground shows dark, silhouetted trees and a valley.

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Selling a business that is your life is a very difficult and emotional decision. Choosing someone to represent your views and desires is the single most important choice an owner will make in the sale process. We chose Baker Group because of their integrity and honest way of doing business. The representation of HRC was professional and honest. We could not be happier with the results.

— Patrick K

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OUR LEGACY

Learn More About Our History and Values

Baker Group M&A Consultants, Inc. is different in numerous ways. Jerry Baker, the President of the Baker Group has over 60 years experience as an entrepreneur, started and developed many companies over his career. He can relate to a business of any size. His knowledge acquired over the years is extremely helpful in developing a relationship with clients.

One of the companies Jerry built was one of the first 2400 public companies listed on NASDAQ on its first day of operation in 1971. This company, InterContinental Services, Inc. (ICSC) provided credit card recovery and collection agency services nationally through five regional offices.

Another public company started in 1967 was sold to Citibank in 1980. This company, Inter Continental Computing, Inc. (ICCI) grew from a back office data processing service department into one of the largest on-line, real-time distributive data processing companies in the United States. Its services were provided to

credit unions and savings & loan companies across the US through seven regional offices. ICCI was a pioneer in the development of online, real-time financial processing services.

Since 1988, Jerry Baker's companies have consulted with and successfully concluded hundreds of transactions in numerous industries. Jerry's experience in starting companies, building companies, taking companies public, selling companies, dealing with national accounting firms and major law firms in numerous negotiations and leading and mentoring employees to successful careers is priceless when it comes to selecting a deal maker.



Owner of Buffalo Oxygen - Buffalo, NY:

"I think they were exemplary! I sure do. Really you can sum it up in very few words, and that is that they do what they say they will do....I have met an awful lot of people in my life and done quite a few deals, and Jerry is one of the very few people that lives like I have lived for many years, and that is, my hand shake has been my bond, and he is one of few people I've met I think that kind of feels the same way. I cannot speak highly enough of him, for one thing, there are very few people, not only today, but ever I guess, where you can believe what they tell you....and he has done everything he has said he would do and I applaud him for that." — Jake Trautman



Helping Our Clients and Associates Reach Their Dreams for Over 30 Years

Baker Group M&A Consultants can discuss with clients different types of transactions and structures to consider. BGMAC works closely with the attorney and accountants of its clients through the letter of intent, due diligence, purchase agreement and the closing.

BGMAC brings hands on knowledge and experience to the table when working with clients and buyers regardless of the size of the transaction. In addition, BGMAC has an unlimited number of buyers it can introduce to its clients. The Baker Group M&A Consultants

understands the stages of growth in a business and Mr. Baker has the first hand experience with the challenges that business owners face over the years to build the company to their vision and personality. It didn't happen by chance, it took building a team to share goals and execute a carefully designed business plan. BGMAC has an ear to listen and then provide our thoughts on developing an exit strategy.

There is no cost to BGMAC clients unless its consulting service results in a successful closing.

"Working at The Baker Group as a Regional Associate has allowed me the good fortune to work with their incredible corporate team both long distance as well as in person. Their expertise and knowledge is unparalleled. The fact that it is a family owned and operated company and that everyone is treated like family was the culture I was looking for. As far as the financial opportunities afforded me, as a Regional Associate they are unlimited. Your income is totally determined by you and how hard you are willing to work." - Dave Corbin



Our corporate fleet of airplanes is an enormous benefit that allows our Regional Associates and Corporate Team to travel and personally meet with our sellers, represent them for site visits, take them to meetings with our buyers, assist them in preparing for Due diligence, etc. It provides the comfort, security and privacy to represent our clients in the manor we feel is essential in the M&A industry.

"One of the things I really appreciate about working at The Baker Group is that it gives me the opportunity for unlimited earnings potential and give me the venue to create a better life for myself. Jerry Baker himself is a tremendously giving person and truly fight for our success, along with the help and support of our Corporate Team, there are no limits to your financial freedom!" - Angie Brown

"For me, the benefits of being a Regional Associate with the Baker Group are: having the opportunity to earn a very good living, flexible hours, and the opportunity to learn about several different industries and businesses. I always feel I am helping business owners understand there are other ownership options available other than just selling their companies and walking away." - Scott Schulte

PROVEN RESULTS, TRUSTED EXPERIENCE

BGMAC has helped hundreds of companies sell part or all of their business. To read the full list, please visit us online at bakergroupmac.com



WORK HARD,
PLAY HARD AS
A BAKER GROUP
REGIONAL ASSOCIATE



Please contact us today to learn more about the incredible opportunity to become part of the Baker Group family of Regional Associates.



Corporate Office located in the Kansas City Metro Area. Regional Offices located in Iowa, Florida, Arizona, California, Texas and Georgia, and many more in development.

bakergroupmac.com | 913.451.2900

