

Registering with M&A Securities Group, Inc.



WHAT TO EXPECT.



The Relationship.



**MAS: BROKER-DEALER REGISTERED WITH
THE SEC, FINRA AND SEVERAL STATES**

+

**YOU: INDEPENDENT CONTRACTOR, FINRA
LICENSED REPRESENTATIVE REGISTERED
WITH MAS**

=

**YOUR BROKER-DEALER
PARTNER. THE SECURITY OF
COMPLIANCE.**



- ✓ Broker-Dealer registered with the SEC, FINRA, and the majority of our states;
- ✓ License middle market M&A advisors and bankers assisting in institutional equity and debt raises;
- ✓ Home office comprised of all non-producing compliance staff;
- ✓ Customized approach built around the M&A process;
- ✓ We focus on compliance so you can focus on your clients.

M & A
securities
group

Who is MAS? Think of us as your compliance department down the hall...

What are MAS' Core Values and Beliefs?



SIMPLICITY. A TERM NOT TYPICALLY USED WHEN DISCUSSING SECURITIES REGULATIONS, BUT AN EXPERIENCE THAT WE STRIVE TO PROVIDE WHEN YOU PARTNER WITH OUR BROKER-DEALER. WE MAKE EVERY EFFORT TO MINIMIZE IMPACT ON YOUR PROCESSES.

CUSTOMIZATION. OUR EXPERTISE IS IN COMPLIANCE AND THE DAY TO DAY RUNNING OF A NICHE BROKER-DEALER THAT WAS BUILT WITH THE BOUTIQUE M&A ADVISORY FIRM IN MIND. IF YOU TAKE A LOOK THROUGH FINRA, SEC OR STATE STATUES, YOU WILL NOT READILY FIND RULES WRITTEN ABOUT MIDDLE-MARKET M&A ADVISORY. YOU WILL FIND RULES WRITTEN WITH THE RETAIL STOCKBROKER IN MIND. OUR PROCESSES WERE CREATED AROUND WHAT YOU ALREADY DO – A CUSTOMIZED COMPLIANCE APPROACH. YES, WE ARE A BROKER-DEALER, BUT WE ARE ALSO CREATIVE, INTERPRETIVE AND SOLUTION BASED.

EVERY DEAL IS UNIQUE. WE ARE OPPOSED TO BIG BOX, BLACK AND WHITE, RETAIL MENTALITY. ONE SIZE DOES NOT FIT ALL. WE DO NOT APPLY RULES IF THEY DO NOT APPLY. WE WILL NOT TREAT YOU LIKE A RETAIL REPRESENTATIVE. WE WILL NOT RUN YOUR BUSINESS FOR YOU. WE WILL TREAT YOU LIKE THE EXPERT THAT YOU ARE IN THE SOPHISTICATED SPACE THAT YOU SERVE.

Becoming a Registered Representative – What’s Required?



1. Individual completes the **Independent Contractor Questionnaire** which details expected business, experience, authorizes MAS to run background checks, etc.
2. Individual completes an **Outside Business Disclosure Form**, for all entities with whom he is affiliated pursuant to [FINRA Rule 3270](#)
3. MAS runs background checks.
4. MAS provides **Independent Contractor Agreement**, to be executed by and between each individual to be registered and MAS.
5. MAS prepares and sends **invoice**, to include all initial testing, registration and first applicable quarterly fee.
6. Archival of **Email** and **business related social media**: Our third-party vendor, Smarsh, Inc., assists you or your IT person with proper setup of your email for required archival and review. This needs to be implemented prior to our firm submitting your registration.
7. MAS initiates an electronic **FINRA Form U-4**, the form that effects your registration with the broker-dealer and opens your testing “windows” if applicable. You complete the electronic form, and MAS submits to FINRA on your behalf.
8. You are required to get fingerprinted - electronically – at a facility in your area within 30 days of the submittal of the **Form U-4**.
9. Once you have passed all applicable exams, you are duly *qualified* to engage in those securities related activities for which are covered by your respective licenses.

So You Passed Your Exams! Now What?



- Firm Policies & Procedures; in person training is conducted at your offices;
- Assignment of Compliance Officer at the home office. Keep them in the loop of all activity.
- Firm Review of Current Contracts; Approval of templates; Assignment of Engagements, if applicable;
- Email and business related social media archival;
- Ongoing Compliance and supervisory responsibilities from the home office;
- Advertising/Sales Literature submitted to your Compliance Officer;
- Books and Records requirements will apply;
- Continuing Education – Comprised of two elements: one is issued annually by the firm; the other is issued by FINRA on your two year anniversary, then every three years thereafter;
- Anti-Money Laundering, Customer Identification Program require certain formation documents are always obtained upon engagement.

How much will it cost me?



Registration Related Fees

Initial

\$1k - \$3.5k
upfront.

Variation is based on time of year, as certain fees are pro-rated, and required exams or lack thereof.

Reoccurring

\$2k –
approximate due
each July for
E&O coverage;

Annual Renewals
\$700 - \$1K –
approximate and
due each
December.

Broker Dealer Fees

**TERMS ARE
CONFIDENTIAL.**

- ✓ Quarterly Fee per location
- ✓ Success Fee Sharing.

**Please contact MAS for
details.**

We invite you to give us a call.



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Your broker-dealer partner. The security of compliance.