



Leadership Grows out of a Passion for Service

— By Simone Velasquez-Hoover, CPA, CVA, CM
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First, the housekeeping items: the 2008 Tri Annual Agendas are ready for you to peruse and incorporate in your plans for summer CPE. This year we, again, cover a range of topics to address the diversity in our members' interests and "the latest" issues and opportunities to impact our practices. From the Business Valuation Standards to Intellectual Property, Forensic Accounting to the IRS' take on how to survive an audit of your valuation report, there is something for everyone. The suggested meeting dates begin August 1st, so call your chapter leaders for the location(s) in your state. Visit the member section under, State Chapter Calendar of Events for the complete agendas and schedule of meetings.

For those of you who have not taken the course, "**Working through the BV Standards Maze,**" there are several modalities for acquiring that information in 2008. Not only will this be offered at the Annual Conference in Las Vegas, in addition to live programs and via webinar format throughout the year, the **first Tri-Annual Agenda** plans to offer the **two-hour webinar** program specifically for our state chapters. We want to give you every opportunity to take advantage of this **one-time, special event**.

"We all face the same issues, problems, and questions. Why not work together to solve them and benefit from other members' experiences?"

*. . . Stuart Bassin, CPA, CVA
Rockville, MD*

Your State Chapter officers are also working on some exciting new initiatives as new faces bring new ideas. The North and South Carolina chapters are joining forces to serve the two states. James King and his team have started a newsletter, set up a website, and are polling the members. New York State adds Deb Lemke in "upstate" and Bob Lynch, Orlando, takes the helm of the North Florida chapter with Mari Barcenás' support in the Tallahassee area. Look for renewed activity in Texas as Jeff Harwell and his team begin to put things together. Jason Pierce in Alaska, Mindy Jones and Eric Hayes in Arizona, Nancy Riella in Connecticut, and Nina Kavich in Nebraska are all stepping up to lead their states' chapter(s). I am certain they would all welcome your help. For our continuing leaders, the work to develop "joint ventures" is starting to take root and we will see a record number of joint programs with the state CPA societies and other organizations. We continue to look for such opportunities on your behalf. If you have an idea, please give me a call, or send an e-mail to Simoneh1@nacva.com, or contact the executive director at NACVA headquarters, Pam Bailey at Pamb1@nacva.com.

This will be the year of technology and change for the State Chapters. As always, expect it to be other than what we anticipate and what may require some amount of patience on our part. The goal is in sight, however, to deliver the state chapter experience more frequently and effortlessly to our members around the country. To be ready for this, I have been diligently working to learn more about the "new" technology that could impact our chapters and possibly make a dent in my "to do" list. In a recent article, "Avoiding the MySpace Mistake," I was reminded how "new" some of this really is. The rules of "social networking" are not so different from those I was given many years ago; I share them here as we enter the "networking season" so that you get the most out of it as well. Here's a recap of the rules:

1. Forget the Hard Sell—trying to sell something on the first meeting is the sure way to ruin a networking relationship.
2. Do Your Homework—make a good first impression online and in the “real world”—what you wear, what you say matters. Spend some time observing the others before you step out and “step in it.”
3. Focus on a Few New Contacts—collecting a stack of business cards/contacts will fill your database and not likely do much for your business. Instead, give to the community and watch it sow results. If you give useful information, you will earn useful friends.
4. Authenticity Counts—being reported as a “spammer” on MySpace will get you thrown out; likewise a phony smile at a networking event may get you nothing but a few rolled eyebrows, no results to speak of.
5. Listen Before You Speak—networking is a two way conversation; don’t be the bore who speaks only of him/herself. Be Authentic—being reported as a “spammer” on MySpace can get you kicked out; likewise in the “real world.”
6. Always Follow up—the real work starts when the party is over. Always close the loop with a follow-up and do your best to integrate the “virtual” world networking with your “real world” life.
7. Think Long Term—this is my favorite. Be prepared to give before your get.

As I bring this to a close, most importantly, “thank you” to the Chapter officers, State Chapter Committee members who helped to set things in motion for the 2008 Agendas, to the authors who have graciously agreed to prepare the presentations, and the NACVA staff who will provide the framework to bring it all to you. Once again, we are asking them to “stretch.” They, like so many of the successful people of NACVA, are “passionate servants.” I watch them give, grow, reap rewards and give some more. I challenge you to join them, develop the leader in you. Remember, think long term and feed that flame in the process.

I look forward to Las Vegas where I will replenish and take in all the new things there are to know about in our profession. I also look forward to re-connecting with many of you; this is how I feed my passion. As you take time to regroup and plan the rest of your year, come to Las Vegas and your chapter meeting and use those networking skills. Make a commitment to reach out and give to the peers who share your passion for the profession and NACVA. We hope to give you plenty of opportunity to lead with zeal!

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Local State Chapter events provide members valuable opportunities to: (1) promote CVAs, AVAs, CFFAs, and NACVA within the community, (2) create a platform to network and develop mentoring relationships with other members, (3) deliver relevant industry-related information and educate members on the range of support available as benefits of membership, (4) and, receive economical CPE on timely and relevant topics pertinent to valuation and litigation forensic services.

I encourage NACVA members to take advantage of these opportunities, sharing ideas and educating one another on current issues facing the business valuation, litigation, financial forensics/fraud consulting communities. To help facilitate and address such issues, NACVA provides presentation materials for three half-day state chapter meetings each year on topics of current interest.

Contact your local State Chapter president to let him/her know of your interest in attending a meeting, being a presenter, or assisting in preparing materials for a future meeting.