

## —— CEO's Message ——

### **NACVA—Always on The Move**

We have a lot of exciting developments at HQ that need to be shared with our membership, as well as the rest of the valuation/financial forensics community. It is my intent with this message to address some of the more significant developments, and do so succinctly, but with attachments if you wish to obtain more information. Briefly, I will discuss the following:

- 1) NACVA's new partnership with the Institute of Business Appraisers (IBA).
- 2) NACVA's new partnership with the Association of Certified Merger and Acquisition Professionals (ACMAP).
- 3) The elimination of the training requirement to obtaining the Certified Forensics Financial Analyst (CFFA) credential.
- 4) New CVA and AVA certificates will be sent to all credentialed members.
- 5) Mark Kucik, CPA, CVA, CM&AA has been selected to be Vice President of NACVA.

#### **NACVA's Partnership with IBA**

Some months ago, NACVA learned of the possibility that the Institute of Business Appraisers (IBA) might be interested in selling its assets, and with further inquiry found they were indeed interested. Through our various contacts we were able to facilitate an acquisition by an investment group who we thought would be interested in this type of business. This acquisition was announced in a press release sent to all members.

Since then we have received many questions from members which we have compiled and addressed, and can be found by visiting the NACVA website.

#### **NACVA's Partnership with ACPMAP**

For years there has been discussion amongst the Executive Advisory Board (EAB) about NACVA offering a M&A credential. For many reasons, the EAB was reluctant to move forward on this front, and primarily because we have three credentials on which the EAB wanted NACVA to stay focused—the CVA/AVA and CFFA. The EAB, however, was not adverse to NACVA partnering with another organization to sponsor a M&A credential, which we did. NACVA partnered with the McLean Group, in Virginia, whose Chairman, Dennis Roberts, is a long time NACVA member. Together we formed the Association of Certified Merger and Acquisition Professionals (ACMAP). ACPMAP offers the Certified Merger and Acquisition Professional (CMAP) designation. NACVA's role is as a service organization, providing administrative support to ACPMAP,

and sponsoring its education through our subsidiary, the Consultants' Training Institute (CTI). I am the interim acting CEO, and membership in ACMAP is automatic if you are a dues paying member of NACVA and obtain the CMAP credential. For more on the CMAP program visit the NACVA website.

### **Elimination of Training Requirement for CFFA**

NACVA's Executive Advisory Board (EAB) and our Litigation Forensics Board (LFB) approved earlier this year that if one meets the applicable prerequisite criteria to pursue one of the five specialty paths towards obtaining the CFFA credential, the previously required training would become optional. Thus, anyone wanting to pursue the industry's most prestigious and best recognized financial forensics designation, need only to take and pass the applicable proctored exam. I will add, however, the training in each of the five CFFA tracks is exceptional, and is highly recommended.

### **New CVA/AVA Certificates to be Issued**

Earlier this year, the National Commission for Certifying Agencies (NCCA) granted accreditation to the NACVA for its CVA and AVA designations for demonstrating compliance with the *NCCA Standards for the Accreditation of Certification Programs*. NCCA is the accrediting body of the National Organization for Competency Assurance (NOCA). The NCCA Standards were created in 1977 and updated in 2003 to ensure certification programs adhere to modern standards of practice for the certification industry. NACVA now joins an elite group of organizations representing over 200 programs that have received and maintained NCCA accreditation. (More information on the NCCA is available online at <http://www.noca.org> or at (202) 367-1165).

NACVA's CVA and AVA are the only valuation credentials in our industry to receive this prestigious, and internationally recognized accreditation. And we intend to boast about it, because we know just how much work it required to set our credentials apart—far apart—from the rest. We want our credentialed members to boast about it as well. Thus, new certificates indicating our NCCA accreditation, will be sent out to members over the next few months. If you want to capitalize on this with your local contacts and clients, click [here](#) for a sample press release.

### **Mark Kucik now NACVA's Vice President**

In the early 90's at one of NACVA's first conferences, I was approached by a young man who wanted to congratulate me on what a fine job I was doing building the Association, and to offer his support in anyway he could—his name—Mark Kucik. Soon after, Mark became one of our instructors and subsequently has had involvement in just about every capacity imaginable, including Chairman of NACVA's Executive Advisory Board (EAB) and Standards Committee where he has played an instrumental role in the last two re-

writes of our Standards. He has been a member of NACVA's Standards Task Force since its inception 10 years ago, representing NACVA's interest in meetings with all the valuation organizations as well as the Appraisal Issues Task Force, The Appraisal Foundation, IRS, and the North American Business Valuation Standards Council, which he currently chairs. Mark has earned just about every award NACVA honors, and is consistently rated one of the best instructors year after year. Many times I have thought of him as one of my few right arms, realizing many of NACVA's accomplishments in the industry may not have occurred if he had not played a critical role.

In June, at NACVA's conference in Las Vegas, and to acknowledge Mark's significant and long-term support, I offered him the position of Vice President of NACVA. He graciously accepted, and will now sit side by side with NACVA's President—Scott Saltzman to act as my advisor, participate on the EAB, and be positioned to help run NACVA and find my replacement should, God forbid, something happen to me.

I want to ask all of you to send your congratulations and appreciation to Mark, he can be reached at: [markk1@nacva.com](mailto:markk1@nacva.com).