

## **Enrique C. Brito, MBA, CFA, AVA, CM&A**

It is indeed an unexpected honor to have been selected NACVA's outstanding member this quarter. NACVA has had a significant impact on my career and I'm most grateful to its executives and members for their continuing support and friendship.

For the past seven years, I've been privileged to serve as an instructor with NACVA's Credentialing Program and also with CIT's Mergers & Acquisitions workshop. I've also served as member of NACVA's Quality Enhancement Team and Education Committee and have been a featured speaker at various NACVA conferences over the years. In these capacities, I've enjoyed numerous opportunities to meet many NACVA members and share with them experiences and war stories related to the practice of business valuation. Equally important, I've been a witness to the continuous evolution of the business valuation profession and I've seen first-hand how it has become a much more demanding discipline with ever increasing performance standards.

NACVA always has been at the forefront of the development of the valuation profession. Its constant evolution as an organization is testament to its commitment to meet the current and emerging needs of its members: this makes NACVA a critically important asset to accounting and finance professionals. Although I am an investment banker focusing on middle-market M&A transactions, my business valuation training has been invaluable in helping me identify those factors that enhance or impair business value across many different industries. I strongly believe that developing a thorough understanding of how business value is created, measured and enhanced is a critical aspect of all financial advisory work, not to mention strategic planning and executive decision making.

In terms of my professional background, I'm a member and senior managing director of The McLean Group, LLC, a national private investment bank, and a principal and co-founder of McLean Wealth Advisors, LLC, a wealth management advisory firm based in McLean, Virginia. I consider McLean Wealth Advisors my next career challenge, as more and more of my time is being devoted to developing this wealth management practice across the U.S. with the help of my partners and other investment bankers at The McLean Group.

As I look back on more than 20 of experience in investment banking and corporate finance, it's been indeed a rewarding career having been involved in transactions in the U.S. and in several Latin American countries including Mexico, Venezuela, Colombia, and Peru. Prior to joining The McLean Group, I was director of corporate finance with COMSAT International (which subsequently merged with Lockheed Martin Global Telecommunications) where I participated in merger and acquisition teams performing business valuations, assisting with due diligence, and negotiating final terms and conditions. I also assisted in the evaluation and negotiation of IT/Telecom investments and implemented value enhancement programs in the company's

subsidiaries in Argentina, Mexico, and Venezuela. Before joining COMSAT, I was executive director with EuroCapital Corporation, a corporate finance advisory firm, where I specialized in corporate finance projects involving privatization and restructuring projects financed by multilateral finance institutions in Eastern Europe, Russia and the Commonwealth of Independent States.

Thank you again for this great honor. I look forward to continuing my work with NACVA for many years to come.

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