



Association News

Quarterly Newsletter for the National Association of Certified Valuation Analysts
Second Quarter 2009



CEO's Message

Four New Opportunities to Get Involved in NACVA!

By Parnell Black, MBA, CPA, CVA, Chief Executive Officer



One of NACVA's missions is to seek ways to get members involved in the Association, and for many good reasons. One, we believe that for many initiatives we undertake, you are the best qualified professionals to support us. Two, we know both intuitively and from 18 years of experience, that your involvement in the Association is a way to enhance your standing in the profession, and ultimately your career. This is achieved by getting your name known within the community; building a network of confidants and mentors that you meet through your participation (which for many members has led to referrals); learning new ideas for marketing and practice development from those with whom you associate in teleconferences and other encounters; staying plugged in to new industry thinking and developments; and, building a stronger curriculum vitae by demonstrating your commitment to your discipline. Sometimes involvement in NACVA leads to opportunities to earn compensation, but not always. But in all cases there are benefits, the greatest of which are the intangible ones cited above. And in all cases, your involvement in NACVA is a win/win relationship for the all of us. Here is what is available, and please respond no later than **MAY 31, 2009**.

ONE

NACVA is forming a new Board—the Educational Quality Assurance Board—whose role, in short, will be to help NACVA and the Consultants' Training Institute (CTI) assure that its training and training materials meet the highest of quality and technical standards. Board members receive prestige and a generous package of benefits found in *The Association* brochure on our website. It is anticipated that this Board will have one hour monthly meetings, but will carry additional responsibilities that might constitute another 15 to 20 hours per year, which, in part, will be overseeing and managing NACVA's 90-person Course Review Committee, keeping them on a schedule and adhering to Board policies in reviewing our curriculum. Initial terms will be assigned from one to three years by NACVA's Executive Advisory Board (EAB). Applicants should have a solid background in any or all of these areas: academia, training development, editing, quality control, specialization in a subfield of business valuation, litigation, or financial forensics education. If you are interested in participating in this groundbreaking opportunity, please e-mail your curriculum vitae, specific qualifications, background, and a brief statement regarding your interest to the incoming EAB Chair, Lari Masten at lari@mastevaluation.com. Please put "EQAB Candidate" in the subject line.

TWO

NACVA and its affiliate partner, the International Association of Consultants, Valuators and Analysts (IACVA), are working together to adapt our five-day CVA/AVA credentialing training for collegiate use in finance, accounting, and graduate programs throughout the world. Parts of our training are used currently by members within academia in the U.S. IACVA has written their new 2009 business valuation training materials from the ground up, supplemented with books from widely known authors/publishers, to work within universities in Europe and Asia, as well as in non-U.S. public seminars of CVA candidates. We are looking for NACVA members (with collegiate affiliations) who are interested in assisting us on two levels. One is advising, assisting, reviewing, and working in one or more capacities to help us to finish adapting the U.S. training materials for academic use, working with IACVA, with the intention that ultimately our materials will be consistent worldwide in both the academic realm and in public offerings of our curriculum. Two is to help us identify higher-level institutions that would be interested in offering this type of education for undergraduate, graduate, and/or executive education programs. Applicants should have an academic affiliation, and if interested, be willing to teach this education at subscribing institutions. If you are interested in participating in this global initiative, please e-mail NACVA Ambassadors, Bob Brackett at robert@crandall-brackett.com, or Laura Tindall at ljt@littindall.com, and attach your curriculum vitae.

THREE

This summer, NACVA plans to rollout with its first member section for members who have, or are pursuing, a practice emphasis in healthcare. The NACVA Healthcare Practice Group (HPG) already has close to 200 members waiting in line for rollout, 14 of whom have volunteered to be on the HPG Advisory Committee, all of whom are well-known industry leaders. (Annual dues to belong to the HPG are initially slated at \$100.) And we are looking for one more Advisory Committee member who is someone with Long Term Care Facility (LTCF) experience to co-chair the Long Term Care Sub-Group for the HPG.

The HPG LTCF Sub-Group has been created to address issues facing valuers and consultants who represent physicians and organizations involved in providing Long Term care and to help facilitate useful practice tips through online discussions, case summaries, and topical analyses.

One of the first steps in the HPG's organizational process was the formation of an Advisory Committee. To complete it, the Committee is seeking an interested candidate to co-chair the LTCF Sub-Group. At present, we envision that this position may require a commitment of 15 to 20 hours per annum. You will join 12 other healthcare specialty co-chairs (each representing one or more of 17 areas of healthcare specialty) with the expressed purpose for this position to complement the other chairs in assisting HPG members by coordinating discussion of issues and the sharing of information pertaining to the entire spectrum of long term care. It includes helping to facilitate matters within the HPG relating to the regulation, operation, and valuation of all types of long term care facilities. A LTCF, as used herein, includes those facilities that offer a variety of services, which help meet both the medical and non-medical needs of people with chronic illness or disability that typically provide rehabilitative, restorative and/or ongoing skilled nursing care to patients or residents in need of assistance with daily living activities. These include, but are not limited to, Skilled Nursing Facilities (SNF) and Skilled Nursing Units (SNU) as well as other facilities that provide skilled nursing services, intermediate and custodial care. The Centers for Medicare and Medicaid Services (CMS) estimate that about nine million men and women over the age of 65 in the U.S. need long-term care at present. By 2020, 12 million older Americans will need long term care.


To offer your services to NACVA and to take an active leadership role in this sub-specialty area of healthcare, by agreeing to co-chair this HPG sub-group, please e-mail the HPG Chair, Greg Reardon, at GTR@thereardongroup.com, with a description of your experience in this field.

FOUR

With NACVA now having its CVA and AVA designations accredited by the National Commission for Certifying Agencies (NCCA) (the only valuation credentials to have achieved this status), NACVA is required under NCCA standards to build a second CVA/AVA Multiple-Choice (MC) proctored exam that ultimately must be statistically equated to the first MC exam. The building of this second exam will be under the oversight of NACVA's Valuation Credentialing Board (VCB) working with our 40-person Exam and Grading Committee (EGC). We are in need of two to five individuals (Contractors) with experience in exam development to facilitate and manage the 40-person EGC in building this new exam. Most likely, qualified candidates are involved to some degree in academia. There will be a compensation package which will

vary depending on how many contractors we hire, which could be two to five, i.e., if we recruit five contractors, there will be less work for each, versus if we hire only two. We hope to begin work on this project in June 2009 and have it completed by fall. If you are interested in helping NACVA maintain its position as a global leader in valuation education and certification, please e-mail Parnell Black at parnell1@nacva.com, with a brief explanation of your qualifications, and attach your curriculum vitae.

Sincerely,



—Parnell Black
Chief Executive Officer