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Association News

Quarterly Newsletter for the National Association of Certified Valuators and Analysts

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**President's Message**

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The National Association of Certified Valuators and Analysts (NACVA) is celebrating its 20th anniversary this year. I joined NACVA in 1994, when it was just three years old. In my class was an individual I have called one of my best friends for 17 years. When I met him, his son was only six years old. Since then I have been to his son's Bar Mitzvahs, family dinners, and now his wedding. You may all know him as Mel Abraham. Mel encouraged me to get involved with NACVA by asking me to submit my name for the Certification Board (aka the Valuation Credentialing Board). Along my journey, I have made other great friendships with Rod Burkert, Mark Kucik, and Michael Kaplan, to mention a few. I'll stop there since there are so many. When I have a question, which I have many, I know I can turn to these friends as well as many other members and ask for their thoughts and input, which is very valuable. One friend who cannot go without mentioning is Parnell Black, NACVA's CEO. Throughout NACVA's history he has listened to its members and put our member's needs ahead of all else. Parnell put in place a board structure and organization that takes into account its members' feedback, their needs, and future goals and sincerely responds to them expeditiously.

In addition, Parnell has built an awesome team of leaders at NACVA headquarters. This team of individuals is known to many of you and includes Pam Bailey, Executive Director, Brien Jones, Director of Education and Conferences, Sheila Travis, Director of Member Services, Doug Kirchner, Director of Marketing, Diana Ridgeway, Quality Director, Steve Marston, Senior Financial Officer, and Jackie Phillips, Director of Staff Support.

As I meet people at our annual conferences or at NACVA training programs, I always advise them to get to know the people sitting next to them. Those are the people who will help them succeed in the future. When Mel and I first met at our FT&T training class, we went out to dinner and talked about our families, our hometowns, and our businesses. We talked about how we marketed our services, how we handle client issues, and how we dealt with various valuation matters. Now we talk about the good old days and how to complete our AARP applications, but we still have fun at what we do.

NACVA has also changed over the years. In the beginning, there was only the Certified Valuation Analyst (CVA) designation. Then came the Government Valuation Analyst (GVA) that opened the door for Internal Revenue Service Agents to join NACVA. Then NACVA took a huge leap forward and created the Accredited Valuation Analyst (AVA) designation, recognizing that qualified valuation analysts come in all types of financial professionals, not just CPAs. Some of you newcomers to NACVA may be wondering about the GVA; that designation was eventually folded into the AVA. In addition, NACVA also has the Certified Forensic Financial Analyst (CFFA).

Since creating the Consultants' Training Institute (CTI), NACVA has developed a considerable body of Alliance Partners consisting of the Nation's Experts in Business Valuation and Financial Forensics. Providing training are the Financial Forensics Institute (FFI), the Institute of Business Appraisers (IBA), Financial Forensics Academy (FFA), Middle Market Investment Banking Association (MMIBA), KeyValueData (KVD), and NACVA, to name a few.

NACVA has also come to miss a number of key individuals who have helped shape NACVA headquarters over the years and since retired. Rosemarie O. (RO) Smith, was instrumental in building NACVA's first research division (fka BVRI, then CEIR) aka KeyValueData (KVD), overseeing the prosperity of educational process and increase in credibility over the years has been very rewarding to her. Sherri Lawless was one of NACVA's first Member Services Representatives and Manager who helped build a department for Recertification and Exam Facilitation. Doug Kirchner has been involved in all phases of NACVA's marketing and promotions for 12 years and has decided to retire this year. All of these individuals have helped Parnell Black build one of the best customer service organizations, focused on all aspects our profession's need.

I encourage every one of you to really think and consider where our valuation, litigation, economic, and forensic industry would be without NACVA and its membership involvement. That is why I strongly encourage you to take a moment and think about how you can also get involved with NACVA at whatever level you feel comfortable and help form the future of our industry.

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