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# Association News

Quarterly Newsletter for the National Association of Certified Valuers and Analysts

First Quarter 2012



## State Chapter News and Update

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## Accumulated thoughts on Leadership, Learning, (Chapter) Life, and LinkedIn

It's not only the holidays, it's also campaign season. Politics rarely cross paths with my NACVA life, but a recent bulletin, which I have excerpted below by the American Society of Association Executives (ASAE), reminds me the "public" knows so little about our world. With this in mind, I pose the question, is this an opportunity we might take to educate those in our sphere of influence?

**"ASAE RESPONDS TO WASHINGTON POST EDITORIAL:** ASAE President & CEO John H. Graham, IV, CAE submitted an op-ed to *The Washington Post* on Tuesday in response to a legally incorrect and misleading editorial published by the paper in the Sunday Business section.

The editorial, entitled [Starve the Beast. End the Stalemate](#), was written by columnist Steve Pearlstein in response to the Congressional inaction over the budget and year-end tax extenders. In the column, Pearlstein blames Americans for giving to "special interest" organizations that help cause this inaction and suggests the remedy is to stop giving to these organizations: "The next time anyone calls you for a campaign contribution or tries to bill you for next year's association dues... Do yourself and all the rest of us a favor: Just say no." He equates paying association dues with making a political contribution and decries these payments as the cause of the political mess in Washington.

In response, Graham noted a few legal and logical points in the submitted op-ed, which can be seen [here](#). First, he notes that dues payments to an association cannot be used as a federal campaign contribution and any money an association may give to a federal candidate through its political action committee is expressly raised separately from dues. In addition, he notes that equating professional associations with political groups misunderstands the role of associations in society: "Associations are communities where people go to learn more and become better at their chosen profession, all of which benefits society at large. Who does not want their doctors to know the latest surgical techniques or their children's teachers to know the best teaching methods?"

NACVA Headquarters is a very small group which consists of 28 dedicated folks who support not only the NACVA membership, the State Chapter Foundation, but also IBA's administrative functions for the past three years. No additional employees were added despite increased responsibilities for another 1500 members, a website, marketing, training programs, and various "behind the scenes" activities that go into running a membership organization such as ours. Pam Bailey, Brien Jones, Sheila Travis, Diana Ridgeway and their team continue to step out and meet the needs of all our members regardless of how unreasonable our last minute requests might be. I won't give you details. so as

...and our last minute requests might not have given you notice, so do not to encourage such behavior, just know that we do make some pretty crazy demands on Utah from time to time. Every year I have been pleased to see their dedication as they stretch to meet another request. We are truly fortunate that Pamell Black, CEO, and the governance of NACVA have been able to attract and retain such a progressive and enthusiastic group of professionals. If you have the chance, tell them "thank you"; I believe we don't do it enough, and I often think that perhaps we really don't know just how good we've got it.

### 2012 STATE CHAPTER PLANNING

The State Chapter presidents and State Chapter committee members met in December in the first of several planning meetings for the 2012 meeting calendar. "Thank you" to all who attended and participated. NACVA and the Chapters strive to give the members a valuable and meaningful assortment of benefits and services, and it is your participation and the important feedback that keeps this going. For those who were not able to participate, our next meeting will be held Thursday, January 12, 2012 at 4:00 P.M. (EST). All chapter leaders and members of the State Chapter Committee are welcome to participate, and if you are neither of these but have a great idea, want to author a presentation, or wish to participate in your state chapter, please contact your chapter president or Simone Hoover at [SimoneH1@nacva.com](mailto:SimoneH1@nacva.com).

Topics for the 2012 agenda programs are currently being developed. We will need help in authoring the programs/presentations and, as always, for members to submit a valuation report to be used in the Case Analysis session that is offered at every meeting. Without these reports, we cannot offer this very popular program so **please** consider submitting a report for review. The benefits are very attractive.

In addition to the traditional tri-annual agenda programs, which are provided to the chapters, we hope to make 2012 a year of building new support and developing new ways for our chapters to connect with their members and each other. In particular, we have set up the LinkedIn Sub-Group—State Chapter Governance for chapter leadership to share ideas and pose questions to each other. This will increase the opportunity for our chapter leaders to network among themselves. While our annual dinner at the NACVA/IBA Annual Consultants' Conference grows each year, we hope this will allow us to continue the discussions year-round.

If you have a LinkedIn profile and I have not invited you to join this group, please call me at (561) 790-0014 or send me an e-mail so I can add you to our group. I did seek you out on LinkedIn, however, given my level of understanding of this internet tool, no telling why I may have missed you! We also need assistance with keeping this group going. I encourage you to become a part of the NACVA State Chapters group in the new year. Connecting with other members at Chapter meetings and elsewhere is a key benefit to membership. For those who haven't been to a Chapter meeting lately, in the words of one of your peers, "You need to attend to keep involved with the latest updates and the benefits of exchange of ideas through discussions," said Peter Mullen, PA.

Congratulations to Texas, Indiana, Rhode Island, Oregon, New Jersey, Connecticut, Massachusetts, Wisconsin, Illinois, Washington DC/Maryland, Georgia, Nebraska, Alabama, Minnesota, Colorado/ Wyoming, Arizona, California, New York, Puerto Rico, Pennsylvania, and Tennessee chapters for their efforts to bring enhanced programs/topics to their members. While we provide a turnkey meeting package to all Chapter leaders to use in their individual meetings, many offer additional or substitute material based on their members' interest and their ability to garner outside guest speakers. If you have not looked at the wide variety of program offerings at the chapter level, take a look at the topics listed on the State Chapters Holding Meetings at [http://www.nacva.com/association/State\\_Chapter.asp](http://www.nacva.com/association/State_Chapter.asp)

Chapter activities are only possible because of the unwavering dedication and hard work done by your chapter leaders. So as we close another year, I want to say a huge "thank you" to all of you. Your commitment to this organization and its members remains unique in our profession. While we are reflecting on our blessings, kudos to the new Chapter leaders in our midst. Some are new to the role and others are returning for a second or sometimes third season. Florida had two meetings this year, in South Florida and Tampa; California met in collaboration with the CAL SCPAs in the San Jose area, Alabama has reorganized, and Arizona members joined the ASA meeting in December. At this writing, there is a need for help in many parts of the country to grow new and existing locations. If you can give a few hours of your time each quarter or wish to hone your leadership skills, we need/want you. Some of our longtime leaders are ready to pass the podium and equal parts to new faces... make a career enhancing

ready to pass the podium and gavel onto to new faces—make a career-enhancing move by stepping forward.

As leadership changes continue in our chapters, the State Chapter Committee will be taking on some short-term projects. We'll need some volunteers to help throughout the year. Look for a survey in your inbox in early first quarter 2012 to help us put your interests to work. Lastly, the bi-annual state survey of the membership will begin in January and continue after the tax season is complete. If you see this in your inbox, please take a moment to complete the short survey. We need your feedback to share with the Chapter leaders so that you will continue to have the kind of state activity that is meaningful to you.

#### **FIVE TIPS FOR LEADERS IN 2012**

As I am making my resolutions for the year ahead, I found this article in *Forbes* written by Mike Myatt to be an inspiring bit of advice. I have provided an excerpt of the article below; however, if you wish to read the full article visit <http://www.forbes.com/sites/mikemyatt/2011/12/22/5-leadership-focus-areas-for-2012/>

1. **Engage:** Leadership is about those whom you lead and serve. Smart leaders spend their time starting or advancing conversations, not avoiding or ending them. The more you engage others, the better leader you'll become. In person, over the phone, via email, through the social web, or even by sending a good old fashion thank you note—ENGAGE.
2. **White Space:** While the mind of a leader may be most comfortable being oriented toward the future, he/she can only act in the here and now. The knowledge and skills required to master any endeavor only happens when we focus on what we're currently doing. This is the definition of presence, and it is only when we operate in the present that real creativity, growth and innovation occur. Many leaders confuse this with having to do everything themselves. Smart leaders strategically plan for "white space" in their calendar allowing them to focus on highest and best use endeavors. Leading doesn't always mean doing. In fact, most often times it means pulling back and creating white space so that others can do. This is true leadership that scales.
3. **Listening:** Want to become a better leader? Stop talking and start listening. Astute leaders know there is far more to be gained by surrendering the floor than by dominating it. In this age of instant communication everyone seems to be in such a rush to communicate what's on their mind, they fail to realize the value of everything that can be gleaned from the minds of others.
4. **Unlearning:** Perhaps the most profound and commonly overlooked aspect of learning is recognizing the necessity of *unlearning*. If the world is constantly changing, if the marketplace is always evolving, if the minds of others are continuously developing, how can you attempt to be unchanging and still be relevant? Subjecting yourself to dissenting opinion allows you to refine your good ideas, weed out the bad ideas and acquire new ideas. Moreover, it's the ability to evolve and to nuance thinking that leads to the change and innovation your organization needs to survive. Leaders and their ability to change their mind demonstrates humility, confidence and maturity. It makes them approachable, and it makes them human.
5. **Read:** There are few things which impact your thought life more than what you read. The greatest leaders throughout history have been nothing short of relentless in their pursuit of knowledge. I believe Michelangelo said it best when he uttered the words "Ancora Imparo" which when translated from the Italian means "I am still learning." His first public use of this phrase was noted to have been on his 87th birthday.

With this, I thank you all for another year of working with some of the most generous and talented professionals on the planet. I wish you all the Happiest of New Years, as I go off to read, "5 nifty tips for mastering liquid liner" . . . no kidding.

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Local state chapter events provide members valuable opportunities to: (1) promote CVAs, AVAs, CFFAs, CMAPs, CBAs, ABARs, and BVALs, as well as NACVA and the IBA 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 and (4) receive economical CPE on timely and relevant topics

membership and, (7) receive educational CE on timely and relevant topics pertinent to valuation and litigation forensic services.

I encourage NACVA members to take advantage of these opportunities, share ideas, and educate one another on current issues facing the business valuation, appraisal, litigation, financial forensics/fraud consulting, and mergers and acquisitions communities. To help facilitate and address such issues, NACVA and the IBA provide 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 or her know of your interest in attending a meeting, being a presenter, or assisting in preparing the materials for a future meeting—or contact me at [simoneh1@nacva.com](mailto:simoneh1@nacva.com) or NACVA's Executive Director, Pam Bailey at [pamb1@nacva.com](mailto:pamb1@nacva.com).

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