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Association News

Quarterly Newsletter for the National Association of Certified Valuators and Analysts

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State Chapter News and Update

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New Year, New Faces, and New Growth 2012 State Chapter Agendas

As 2011 ended, it was great to see the remarkable increase in the number of chapters that held Case Analysis sessions. If you have not participated in this program, let your chapter leadership know it interests you. You can't do enough of this kind of study and preparation, regardless of your type of practice. Like so many other things, this program is offered at a discount—if taken at a state chapter meeting.

During December each year, the chapter leaders meet to discuss the successes of the past year and begin the planning for the upcoming year. "Thank you" to all who joined us on the two calls to establish the 2012 Agendas, and a special "thank you" to those who stepped forward and volunteered to submit a valuation report for Case Analysis or to author one of the program topics. We are collaborating with ValuSource on one of the topics and hope to include free trial offers and possibly some training for those who participate.

In addition to planning for the new year, the participants took some time to discuss best practices and exchange ideas on making meetings interesting and successful—always a productive hour. If you are a chapter leader and have not "plugged in," make a point of reaching out for this information—you won't be disappointed.

You can see the agendas for 2012 by visiting http://www.nacva.com/association/State_Chapter.asp. You will also see a dynamic list of upcoming chapter meetings posted on the same landing page. Always accessible and constantly changing, so visit the site as you make your plans for meetings.

Please note that there are two topics, requested by the membership, for which we still need authors (TBD). They are, "Financial Projections and Financial Statement Adjustments for Valuation—Developing and Supporting Your Assumptions," and "Discounts/Premiums: Theoretical and Practical." This is a last call to invite you or someone you know to agree to prepare one of these presentations. An honorarium is paid to the developer/creator, and it's a great opportunity to learn and grow in your profession. If we do not find two additional authors, we will need replacement

profession. If we do not find two additional authors, we will need replacement topics/programs. If you know someone who should be "volunteered," please send me his/her contact information.

New Chapter Leadership

The Northern Ohio Chapter held its first election this past month—congratulations to the new chapter President, John Davis, CPA/ABV, CFE, CVA; who succeeds Robert Nemeth, CPA/ABV, CVA, CDFA, CFE, who has served this chapter for as long as I can remember. Bob will remain as "immediate past president" and serve as a resource to the new leaders. Likewise, other chapters have made or are planning changes in the leadership as we begin the new year. Massachusetts has a new slate of officers led by David Goodman, who succeeds Nick Nicholas. Delaware will also be changing leadership, filling the shoes of a longstanding President, Clyde Hartmann, who has served tirelessly on behalf of the members of his state. Please welcome and support these members who generously give of their time and talent.

Why would someone want to be a chapter President? I am glad you asked. The benefits are many, which I'll gladly discuss with anyone who asks. Meanwhile, consider if any of the following are appealing:

- A significant role in advancing your profession in your state
- An opportunity to enhance the value of NACVA to the valuation, financial forensics, and litigation consulting community
- Access to information about the challenges facing your profession and thought leaders in the field
- The chance to exchange ideas and perspectives with other volunteer leaders

What does it take to be a chapter leader? I believe I have identified a number of attributes that can be part of the selection process for new chapter leaders; they are:

- Demonstrated leadership commitment and involvement with NACVA and/or the valuation community. Examples include, but are not limited to, service on a committee or board, experience as an instructor/presenter, chapter service, being a member in good standing, and/or having obtained a valuation or other credential issued by NACVA.
- Relevant expertise in the disciplines of valuation, financial forensics, or litigation consulting and an interest in learning more about organizational management. This could include—although not limited to—branding, component relations, finance, event management, volunteer management, or developing strategic alliances.
- NACVA and the NACVA State Chapter Foundation leaders value and seek diverse leadership as defined by race, ethnicity, gender, religion, age, sexual orientation, nationality, disability, appearance, geographic location, and professional level. They seek leaders from all types and sizes of eligible organizations.
- Commitment to participate in three to four chapter board meetings and not less than two conference calls per year. Chapter leaders are encouraged to attend NACVA's Annual Consultants' Conference.
- Positive leadership attributes. Emotional intelligence. Ability to work collaboratively and engage in appropriate debate and discussion when needed.
- Be a visionary and strategic thinker. Demonstrated ability to create new and innovative programs within their sphere of influence. Examples include—but are not limited to—incorporating strategy, leadership, future focus, risk taking, and an entrepreneurial spirit.

The State Chapter Committee offers another opportunity to serve. For those who would like to make an impact not only at the local chapter level but with those around the U.S., this is your chance.

In both cases, there are benefits of service beyond the resume enhancement; call Simone Hoover to learn more. We want to hear from you if you are interested in

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serving or know of potential chapter board members or committee members; please contact Simone Hoover at Simoneh1@nacva.com or by phone at (561) 790-0014, or Pam Bailey at NACVA HQ at Pamb1@nacva.com.

I look forward to seeing you in Dallas!

I read today of a marathon runner who recently placed first in a race in Texas, only to find that he had forgotten to register! Doesn't that remind you of a dream, or nightmare, we all had in anticipation of our first day at college or perhaps a new job? It's easy to feel unprepared and overwhelmed in times like these and to overlook potentially important details, so don't miss your opportunity to register for this year's Annual Consultants' Conference to get the best discount possible.

Chapter leaders are working on our conference activities, and I'll be polling you soon for what is most useful. We welcome your ideas and look forward to seeing you there. They make it BIGGER in Texas—come see if it's BETTER, too.

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 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 or NACVA's Executive Director, Pam Bailey at pamb1@nacva.com.

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