



Association News

Quarterly Newsletter for the National Association of Certified Valuators and Analysts



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Executive Advisory Board Chair Message—First Quarter 2014



By Howard A. Zandman, CPA, CFF, MAFF
Outgoing Executive Advisory Board Chair

As I sit here at my desk to write this brief piece, I sit back to reflect on how you can benefit by being a member of the NACVA. However, before I do that, I need to talk about my journey.

As a solo practitioner in the mid 80s, I had a keen interest in the value of “things.” That initial interest, though many years later, led me to pursue NACVA. In 2003, a short 11 years ago, I jumped I full steam ahead and have been better off for it. Having been involved at that time in litigation support and forensic accounting work for over 20 years, I made the tactical decision to pursue the CFFA training (Effective April 12, 2013, the Certified in Forensic Financial Analyst (CFFA) name and credential was changed to Master Analyst in Financial Forensics (MAFF)). That decision was made, even though I was not a novice in the field, because it was the only credential that offered (and required) training and an exam for its credential from its onset. No giveaways or grandfathering here! To me, that is what sets the NACVA apart.

After my two weeks of training (yes, it was two weeks back then) and gaining my credential by passing the exam, I saw the opportunity and dove in headfirst. At my first “Conference,” I approached [Michael Kaplan](#) about the need for forensic training in certain specialty areas. I later approached [Brien Jones](#) about the need for “first-timer” recognition/introductions at Conference to assist the novice with getting to know their peers and to integrate the “newbies” with the “old-timers”. After all, one of the benefits of Conference, aside from the great education and different tracks of focus, is networking.

Well, from that moment on, I was hooked. I sought nomination to and I was elected to sit on the Litigation Forensics Board (LFB), ultimately to become its chair. I served on the annual conference planning committee for a couple of years, and then waited my turn to be elected to the Executive Advisory Board (EAB). Now in my third and final year on the EAB, I now serve as its chair. Over these last 11 years, I have thoroughly enjoyed and gleaned much from the NACVA, but most of all,

[Members](#)

- [Newly Credentialed Members](#)
- [Invitation to 2014 Annual Consultants' Conference](#)
- [Free Webcast on New Cost of Capital Data Sources—2014 Valuation Handbook](#)

I have put a lot into it. I have given of my time to teach and train you, my peers, in [Economic Damages](#), [Litigation Support Report Writing](#), and [Expert Witness Bootcamp](#). I have learned much from each of the sessions that I teach.

From its inception in 1991, Parnell Black and his then co-founders, had the courage to create an organization dedicated to excellence; excellence in training and excellence in its approach to create one of the, if not *the*, leading organization dedicated to enhancing the financial professional's knowledge and acumen. In those early years, and to this day, the NACVA has not given away a single credential without it being earned, either in the classroom or by exam, and most often with both. In fact, **NACVA's** CVA designation is the *only* valuation **credential** accredited by the National Commission for Certifying Agencies (NCCA).

From its early beginnings and the CVA/AVA credential to today's Accredited in Business Review™ (ABAR™) and its newly branded Master Analyst in Financial Forensics™ (MAFF™), it continues on with its tradition of excellent education, as offered through the Consultant's Training Institute (CTI), and industry-leading thoughts and ideas in professional education. I have never seen a more dedicated team of staff and professionals than what has been assembled at Headquarters to serve the interest of you, the member.

Let me conclude by saying that my journey is but a glimpse of an example of the old adage that you get out in spades of what you put into your hand! I have been fortunate to have made good friends with many of those who have ridden this hand with me. These are people in our profession that I might never have come across otherwise; people that have become both my advisors and confidants along the way, but most of all friends, merely because I decided to take advantage of the opportunities that exist within NACVA.

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