Become Today’s Financial Super Consultant

- Business Valuation
- Financial Litigation
- Business Consulting
- Transaction Advisory Services/Middle Market M&A
- Healthcare Valuation
- Exit Planning
Today’s Businesses Need Financial Super Consultants

Business owners are faced with a myriad of opportunities (and challenges) to remain competitive and viable in the evolving global marketplace. They need Financial Super Consultants who can help them build, grow, protect, and defend their company’s value.

Over a Quarter Century History of Training Excellence

Through practitioner-focused certification programs and continuing professional education in the highest demand financial consulting areas of specialty, the Consultants’ Training Institute® (CTI®) has transformed the careers and practices for thousands of financial consulting professionals worldwide since 1991.

The Practitioner’s Perspective

Taught by a worldwide team of accomplished and expertly skilled financial consultants—the Practitioner’s Perspective—CTI’s training is framed from real-world application with judicial, legislative, and financial regulatory precedence and delivers ready-to-use tools and techniques to take your career and practice to the next level.

Certification and Training Partners

- National Association of Certified Valuators and Analysts® (NACVA®)
- Financial Forensics Institute™
- CoreValue® Software
- ValuSource
- KeyValueData®
- Exit Planning Institute™
- Health Capital Consultants
- Surgent CPE

Financial Super Consultant Areas of Specialization and Continuing Professional Education

<table>
<thead>
<tr>
<th>Business Valuation</th>
<th>Financial Litigation</th>
<th>Business Consulting</th>
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<tbody>
<tr>
<td>Comprehensive and complete foundational training teaching to the international body of knowledge on valuing private business enterprises.</td>
<td>Deep dives into special purposes for litigation matters, methodologies, approaches, legal theory, rules of evidence, and testimony.</td>
<td>Help businesses get stronger, add value, and grow their bottom line.</td>
</tr>
</tbody>
</table>

Transaction Advisory Services/Middle Market M&A

Strategies and tools to grow, enhance, harvest, and protect your client’s company value.

Healthcare Valuation

Innovative training to bridge the Four Pillars of Healthcare—regulatory, reimbursement, competition, and technology—for your clients.

Exit Planning

Strategic tools and training to help you advance your client’s through their exit planning experience.
# Table of Contents

## Credentialing

<table>
<thead>
<tr>
<th>Certification</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Certified Valuation Analyst® (CVA®)</td>
<td>2</td>
</tr>
<tr>
<td>Master Analyst in Financial Forensics® (MAFF®)</td>
<td>3</td>
</tr>
<tr>
<td>Business Valuation Certification and Training Center</td>
<td>4</td>
</tr>
<tr>
<td>Financial Litigation Consulting Professionals Workshop</td>
<td>6</td>
</tr>
<tr>
<td>Global Association of Certified Valuators and Analysts™</td>
<td>7</td>
</tr>
</tbody>
</table>

## Business Valuation

### Foundations of Business Valuation

- Current Update in Valuations (CUV) ........................................ 8
- Report Writing: Review and Analysis ..................................... 9
- Case Analysis in Person (CAP) or by Webinar (CAW) ...................... 10
- Industry Standards and Ethics ............................................. 11
- **NEW** Discounts for Lack of Marketability (DLOM) Workshop ............ 12
- Intermediate Business Valuation Training Center .......................... 13
- **NEW** Business Valuation Accelerator Workshop ........................ 14
- Advanced Valuation: Applications and Models Workshop ................... 15
- **NEW** Business Valuation Fundamentals for CPAs and Other Financial Advisors ......................... 16

### Specialized Business Valuation

- Business Valuation in Litigation ......................................... 17
- Valuing Family Limited Partnerships Workshop ................................ 18
- **NEW** Business Valuation Specialty Training .......................... 19

## Business Consulting

<table>
<thead>
<tr>
<th>Certification</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>NEW</strong> Build a Thriving Business Consulting Practice—The CoreValue® Bootcamp</td>
<td>26</td>
</tr>
</tbody>
</table>

## Transaction Advisory Services/Middle Market M&A

- Transaction Advisory Services (TAS) Workshop ................................ 28
- Advanced Mergers and Acquisitions Workshop .................................. 29

## Healthcare Valuation

<table>
<thead>
<tr>
<th>Certification</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>NEW</strong> The Four Pillars of Healthcare Valuation ................................</td>
<td>30</td>
</tr>
</tbody>
</table>

## Exit Planning

<table>
<thead>
<tr>
<th>Certification</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Certified Exit Planning Advisor (CEPA) Credentialing Program ..................</td>
<td>31</td>
</tr>
</tbody>
</table>

## Conferences

- 2018 Annual Consultants’ Conference ......................................... 32
- 2018 Financial Valuation SuperConference .................................... 33
- 2018 Financial Consultants’ Accelerated Training Institute .................. 33

## Online Training

- 2018–2019 Online Training Schedule ........................................... 34
- CPE On-Demand ............................................................................. 36
- Surgent CPE .................................................................................. 37

## Early Registration Discount Information

- **10% and 5% Discount Deadlines** ............................................ 38
- NACVA/CTI Information ............................................................... 39
- KeyValueData® .......................................................................... 40
- Ultimate Membership .................................................................. 41

### Available Training Delivery Options:

- **C** Live Classroom
- **B** Live Online Broadcast
- **W** Live Online Webinar
- **S** Self-Study
- **D** CPE On-Demand

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**Note:** Dates, locations, and prices are subject to change.
Get Certified!

Establish your authority in matters of value! Bolster your reputation with your clients, enhance your credibility within the business community, and demonstrate competency to the courts that you can articulate business value.

Pathway to the Most Widely Recognized and Global Business Valuation Credential, the CVA.

1. Meet the CVA qualifications and apply for the designation*
2. Apply for NACVA Membership or pay CVA Designee fee
3. Study areas in NACVA’s Business Valuation Body of Knowledge (BOK)
4. Pass the CVA Proctored Exam
5. Meet the Experience Threshold—Peer Reviewed Business Valuation Report
6. Pay Annual NACVA Membership fees or Annual CVA Designee Renewal fees and Comply with Tri-Annual Recertification

* Applicants who do not meet the qualifications can apply for and pursue the credential, and hold the CVA Candidate Status until the qualifications are met.

“CNBC’s study revealed that more than 10 million businesses will change hands over the next 10 years in the U.S. alone, with 78 percent of small-business owners planning to sell their company to fund 80 percent of their retirement. Most business owners will be aware of the value of their home, car, and even the accessories they carry, but according to a recent IBISWorld report study, only two percent of business owners know the value of their biggest asset, their business.

Real-time access to valuation data enables business owners to arm themselves with the knowledge needed to stimulate business growth and to capitalize on a wider range of opportunities. An up-to-date valuation will assist entrepreneurs at every stage of their journey — when they are growing their business, when they are making structural changes, and when they finally decide to exit. It’s no exaggeration to say that a valuation is the most important piece of information a business can possess.”

—entrepreneur.com

Recommended training: Business Valuation Certification and Training Center, see page 4

“According to the SBA Office of Advocacy, there are almost 30 million small businesses in the U.S., with CNBC estimating that a third of these will embark on the sales process in the next 15 years. Despite this huge market opportunity, there are only 7,800 certified valuation professionals in the U.S. according to the NACVA. It’s clear that something doesn’t add up.”

—entrepreneur.com

Call Member/Client Services at (800) 677-2009 or visit theCTI.com.
Become the Master of the field!

The MAFF credential makes the statement that when it comes to financial litigation, you are the “Master” of the field.

Unlike most financial litigation training that tends to be general in scope, MAFF training, continuing education, and related resources provides attendees with an understanding of the professional responsibilities and legal underpinnings necessary to providing credible financial forensics services along with an overview of the highest growth areas of financial forensics practice. The nationally recognized and seasoned financial forensic experts who teach the program also dive into the methodologies and approaches for calculating damages, financial investigative and forensic accounting techniques, skills development for communicating with judges, attorneys, and juries, and practice building strategies that are being employed by successful and emerging financial forensic analysts.

Pathway to the First and Most Respected Financial Litigation Credential, the MAFF

1. Meet the MAFF Prerequisites and Experience Requirements and apply for the designation*
2. Apply for NACVA Membership
3. Attend the recommended Financial Litigation Consulting Professionals Workshop
4. Pass the MAFF Proctored Exam
5. Maintain Annual NACVA Membership and Comply with Tri-Annual Recertification

* Applicants who do not meet the prerequisites and experience requirements can apply for and pursue the credential, and hold the MAFF Candidate Status until the prerequisites and experience requirements are met.
Program Description

The Business Valuation Certification and Training Center (BVTC) is offered via live-classroom instruction in cities throughout the U.S. and internationally, and is also available through live/online web broadcasts and self-study.

The training delivers the most comprehensive and complete foundational training teaching to the international body of knowledge on how to value private business enterprises and prepares attendees to pass any business valuation certification exam offered in the profession:

- Business valuation methodologies, approaches, and case studies
- Professional standards and ethics
- Specialty areas of valuation practice

Understanding and applying the generally accepted business valuation methodologies and approaches and adhering to professional standards that govern the business valuation profession, will put you in a stronger position to better serve your clients.

What You Will Cover

- Days 1 and 2: Business Valuations—Fundamentals, Techniques & Theory
- Day 3: Business Valuations—Applications and Calculations of the Income and Asset Approaches
- Day 4: The Market Approach—Exploring the Price Component
- Day 5 P.M.: Exam Preparation—CVA Proctored Exam and Peer Reviewed Business Valuation Report (Case Study)
- Day 6: CVA Online Proctored Exam

How You Will Benefit

After attending the training center, attendees will be able to:

- Identify the fundamental steps to valuing a business, from beginning to end
- Identify an appropriate valuation method within the valuation approaches based on the specific purpose and standard of value for a given valuation assignment
- Determine the most appropriate financial analysis of a subject company as it relates to a specific valuation engagement
- Identify the foundations of the business valuation analysis process as well as the value drivers that support a subject company’s value
- Recognize the differences in the various standards of value for businesses and the nuances of their application in a business valuation engagement
- More details online at www.theCTI.com/BVTC

Who Should Attend

CPAs and financial consultants who wish to specialize in a non-seasonal consulting niche; employees of companies whose business plan includes growth/change via acquisitions and/or divestitures; and anyone else who deals with business value in the course of his or her work.

1 Online CVA Case Study Report Writing Clinic

It is incumbent upon the valuator to fully understand the standards by which his or her valuation report will be judged. Coinciding with the time frame allotted to complete and submit Part Two of the credentialing requirement (evaluating applied experience) this instructor led, live/online and on-demand training mentors candidates though the valuation engagement with particular focus on best practices for business valuation report writing. As specific issues are addressed, CVA candidates will see examples of how to organize valuation reports, develop an enhanced table of contents, consider alternative formats and structures of reports, examine best practices, and use language that is most suitable to the specific engagement faced by the valuator.

2 CVA Exam Q&A Study Guide

This guide contains a compilation of approximately 1,200 questions of the type included on the NACVA CVA proctored exam. Questions are divided into nine topical categories with subcategories to aid in exam preparation tied to the Core Body of Knowledge for Business Valuations.
Live Classroom and Live Online Broadcast Package Includes:

- Five Days of Training: Theory and Practice
- CVA Certification Exam (live or proctored)
- First-year NACVA Practitioner Membership
- Exam Q&A Study Guide (including domestic shipping)
- Report Writing Clinic
- Case Study Research Package and Mentors
- Data and Software Trial Subscriptions

Related Training

- *Industry Standards and Ethics*, see page 11
- *Current Update in Valuations*, see page 8
- *Business Valuation Report Peer Review—Case Analysis in Person/Case Analysis by Webinar*, see page 10
- *Intermediate Business Valuation Training Center*, see page 13
- *Advanced Valuation: Applications and Models Workshop*, see page 15

### CEA: Six-Day Live Classroom Schedule

**CPE:** 45 Hrs  
**Price:** $3,895 Package  
(five-day training [Mon–Fri] and CVA proctored exam [Sat])

**Early registration discounts:** see page 38

Courses (Mon–Fri) generally begin at 8:00 a.m. and conclude at 5:30 p.m.  
Live classroom courses are paperless, see page 39

<table>
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<tr>
<th>Dates</th>
<th>Locations</th>
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<td>Oct. 29–Nov. 3</td>
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<td>November 12–17</td>
<td>San Diego, CA</td>
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<td>December 10–15</td>
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<td>May 6–11, 2019</td>
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### B: Five-Day Live Online Broadcast Schedule

**CPE:** 45 Hrs  
**Price:** $3,895 Package  
(five-day training [Mon–Fri]; CVA proctored exam scheduled separately)

**Early registration discounts:** see page 38

Courses (Mon–Fri) generally begin at 8:00 a.m. and conclude at 5:30 p.m.

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<td>May 6–10, 2019</td>
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### C: Self-Study Course Package

**CPE:** 40 Hrs  
**Price:** $2,375 (Includes Course Materials, CVA Certification Exam, First-year NACVA Practitioner Membership, and Exam Q&A Study Guide [including domestic shipping].)

For NASBA-related information on CPE, course timing, faculty, etc., please refer to www.theCTI.com.
Financial Litigation Consulting Professionals Workshop

Program Description

The highest growth areas in financial litigation are subject to their own variables that define the financial litigation consultant’s role in the matter and the scope of analysis. Further, the legal theories underlying the various types of financial litigation focus on key statutes and case law that define the scope of damages. Command of these fundamental concepts are key to producing credible financial litigation support services that will withstand the challenges of the litigation environment.

The Financial Litigation Consulting Professionals Workshop utilizes state-of-the-art training techniques to maximize learning and retention, teaches to the body of knowledge for financial litigation and prepares attendees to pass the Master Analyst in Financial Forensics® (MAFF®) proctored exam:
- Methodologies and approaches for calculating damages
- Financial investigative and forensic accounting techniques
- Skills development for communicating with judges, attorneys, and juries
- Specialty areas of financial litigation practice

What You Will Cover

- Day 1 A.M.: Professional Responsibilities, Practice Management, and Fundamental Forensic Knowledge
- Day 1 P.M.: Laws, Courts, and Dispute Resolution; Expert Deposition and Testimony
- Day 2: Economic Damages Calculations
- Day 3: Valuation and Family Law
- Day 4: Financial Statement Misrepresentation and Fraud Prevention, Detection, and Response
- Day 5 A.M.: Bankruptcy, Insolvency, and Reorganization
- Day 5 P.M.: Computer Forensic Analysis
- Day 6: MAFF Online Proctored Exam

How You Will Benefit

After attending this workshop, attendees will be able to:
- Distinguish between the role of the financial forensics analyst as a testifying and/or consulting expert
- Determine the conceptual types of lost profits, measures of loss, and methods to calculate lost profits
- Distinguish between the different types of specific financial forensic engagements
- Formulate effective and defensible lost profits and damages models in the context of litigation
- Explain the role of the financial forensics analyst in the investigation,

To learn more and register or purchase, visit www.theCTI.com/FFF

Six-Day Live Classroom Schedule

<table>
<thead>
<tr>
<th>Dates</th>
<th>Locations</th>
<th>ID#</th>
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<tr>
<td>June 18–23</td>
<td>Las Vegas, NV</td>
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<tr>
<td>October 29–November 3</td>
<td>Chicago, IL</td>
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<td>December 10–15</td>
<td>Ft. Lauderdale, FL</td>
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</table>

Early registration discounts: see page 38

Live classroom courses are paperless, see page 39

Five-Day Live Online Broadcast Schedule

<table>
<thead>
<tr>
<th>Dates</th>
<th>ID#</th>
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<td>December 10–14</td>
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<tr>
<td>Courses (Mon–Fri) generally begin at 8:30 a.m. and conclude at 5:15 p.m.</td>
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CPE: 40 Hrs
Price: $3,575/$3,250 Members Package (five-day training [Mon–Fri] and MAFF proctored exam scheduled separately)

Early registration discounts: see page 38

CPE: 30 Hrs | Price: $1,756/$1,580 Members (includes proctored MAFF certification exam)

Who Should Attend

CPAs, valuation experts, economists, and financial consultants who render services designed to assist in the resolution of legal disputes involving financial matters. Seasoned and less experienced practitioners both have much to gain because this training—challenging as it is—will broaden their perspectives and tune their skills for working effectively with legal professionals.
NACVA has launched international chapters in Africa, Canada, Europe, the Middle East, Taiwan, and Southeast Asia expanding NACVA’s worldwide network and the globally recognized Certified Valuation Analyst® (CVA®) designation.

2018 Training Schedule

European Association of Certified Valuators and Analysts™

Certified Valuation Analyst (CVA) Training Dates and Locations:

- **June 11–15** (CVA Certification Exam: June 16) ........................................................... Hamburg, Germany
- **July 16–20** (taught in English) (CVA Certification Exam: July 21) ........................................ Frankfurt, Germany
- **August 20–24** (CVA Certification Exam: August 25) .................................................... Berlin, Germany
- **September 10–14** (CVA Certification Exam: September 15) ............................................. Dusseldorf, Germany
- **December 3–7** (CVA Certification Exam: December 8) .................................................. Munich, Germany

To learn more about EACVA training, please visit www.eacva.de.

Taiwan Association of Certified Valuators and Analysts™

Certified Valuation Analyst (CVA) Training Dates and Locations:

- **September 24–28** (CVA Certification Exam: September 29) .......................................... Accra, Ghana

To learn more about AACVA training, please visit www.aacva.net.

African Association of Certified Valuators and Analysts™

Certified Valuation Analyst (CVA) Training Dates and Locations:

- **September 24–28** (CVA Certification Exam: September 29) .......................................... Accra, Ghana

To learn more about AACVA training, please visit www.aacva.net.
Program Description

Essential Updates on Recent Valuation Trends, Techniques, and Opinions

The primary objective of this interactive course is to deliver training and tools for you to produce a strong, defensible work product that will lead to increased confidence in your opinions. The course provides critical education from the foundation up by revisiting the core body of knowledge for business valuations.

The course incorporates “what’s new” in the valuation industry and relates it to the everyday practical work product. It weaves current and ongoing developments and the essentials outlined in Revenue Ruling 59-60 with a comprehensive understanding of recent valuation trends, techniques, and opinions. It promotes active discussion between the instructors and attendees encompassing a wide range of topics, including: practice development, financial statement analysis, cost of capital, valuation approaches, discounts and premiums, federal and state case law, an update on industry and professional standards, calculation and conclusion of value, roles valuators play, and valuation report analysis.

How You Will Benefit

After completing this course, attendees will be able to:

- Determine which state and federal case law precedents guide valuation issues
- Identify changes to tax code, regulations, and court decisions
- Differentiate between a calculation of value and a conclusion of value
- Detect size risk, which is considered throughout the entire business valuation process, so as to avoid duplication of risk associated with size
- Recognize specific considerations in the identification and determination of personal goodwill in business valuations

Who Should Attend

Newly credentialed business valuators who have obtained their valuation certification (CVA, CBA, ABV, ASA, etc.) in the last three years, and those who perform less than five valuations per year interested in advancing their valuation skills and developing new business opportunities.

To learn more and register or purchase, visit www.theCTI.com/CUV

One-Day Live Classroom Schedule

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* No discounts

One-Day Live Online Broadcast Schedule

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* No discounts

Self-Study Course

| CPE: 12 Hrs | Price: $335/$301.50 Members |

CPE On-Demand Course

| CPE: 8 Hrs | Price: $520/$468 Members |

Call Member/Client Services at (800) 677-2009 or visit theCTI.com.
Program Description

Writing Quality Valuation Reports: Tips, Techniques, and Good Practices

It is incumbent upon the valuator to fully understand the standards by which his or her valuation report will be judged—readability, credibility, and persuasiveness—the critical elements of the business appraisal review process that make valuation reports much better. The Report Writing: Review and Analysis workshop is an engaging course structured around the valuation engagement and report writing experiences of the attendees. As their specific issues are addressed, attendees will see examples of how to organize valuation reports, develop an enhanced table of contents, consider alternative formats and structures of reports, examine best practices, and use language that is most suitable to the specific engagement faced by the valuator.

Review standards are fully implemented in the business valuation profession, but few professionals know full-well how to apply them to their own valuation reports. Conventional report writing classes do not delve much into the review process, but this is covered in this workshop.

What You Will Cover

Day 1: Introduction to Report Writing and Report Review

Day 2: Writing the Appraisal Review Report

How You Will Benefit

After completing this course, attendees will be able to:

- Detect challenges in a formal business oral presentation
- Apply the elements of credible writing to business appraisal reports
- Recognize the features of excellent and problematic business appraisal reports
- Differentiate between scope and findings in an appraisal review report
- More details online at www.theCTI.com/RW

Who Should Attend

Applicants for the Certified Valuation Analyst® (CVA®) designations, and practitioners who hold a business valuation credential, will find the course instrumental in producing their case studies and demonstration reports for accreditation.

Newly credentialed business valuers who have obtained their valuation certification (CVA, CBA, ABV, ASA, etc.) in the last three years, and those who perform less than five valuations per year interested in advancing their valuation skills and developing new business opportunities.

To learn more and register or purchase, visit www.theCTI.com/RW

Two-Day Live Classroom Schedule

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<td>November 13–14</td>
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Courses generally begin at 8:30 a.m. and conclude at 5:15 p.m. Live classroom courses are paperless, see page 39

Four-Day Live Online Webinar Schedule

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CPE: 16 Hrs
Price: $1,300/$1,170 Members
Early registration discounts: see page 38

CPE: 9 Hrs
Price: $650/$585 Members
Early registration discounts: see page 38

CPE On-Demand Course

CPE: 9 Hrs | Price: $520/$468 Members

For NASBA-related information on CPE, course timing, faculty, etc., please refer to www.theCTI.com.
Business Valuation Report Peer Review—Case Analysis in Person (CAP)/Case Analysis by Webinar (CAW)

Program Description

The Profession’s First and Only Business Valuation Report Peer Review

The peer review of valuation reports provides authors with perspectives from like-mined valuators. The valuation reports are reviewed and discussed in a round table format with particular emphasis centered on whether or not the critical elements of the valuation report are sufficiently addressed and meet professional standards guidelines, while also identifying strengths and weaknesses of the report relating to overall readability, credibility, and persuasiveness. These interactive sessions are ideal settings to engage in a discussion with your peers about the potential risks to a valuator’s credibility by issuing reports that do not meet professional standards and reporting requirements. Sessions are offered via live-classroom roundtables (CAP) or live online webinars (CAW).

How You Will Benefit

After completing this course, attendees will be able to:

- Recognize the do’s and don’ts of writing an effective report
- Determine techniques that they can take back to the office to use or avoid
- More details online at www.theCTI.com/CAP

Who Should Attend

Newly credentialed business valuators who have obtained their valuation certification (CVA, CBA, ABV, ASA, etc.) in the last three years, and those who perform less than five valuations per year interested in advancing their valuation skills and developing new business opportunities.

Seasoned business valuation practitioners, looking to bolster their skills and efficiencies. All practitioners will come away with the skills required to both create and maintain a thriving valuation practice.

To learn more and register, visit www.theCTI.com/CAP

One-Day Live Classroom Schedule

<table>
<thead>
<tr>
<th>Date</th>
<th>Location</th>
<th>ID#</th>
</tr>
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<tbody>
<tr>
<td>June 19</td>
<td>Las Vegas, NV</td>
<td>623*</td>
</tr>
</tbody>
</table>

Courses generally begin at 6:30 a.m. and conclude at 8:15 a.m. Live classroom courses are paperless, see page 39

* No discounts

One-Day Live Online Webinar Schedule

<table>
<thead>
<tr>
<th>Dates</th>
<th>Time</th>
<th>ID#</th>
</tr>
</thead>
<tbody>
<tr>
<td>July 9</td>
<td></td>
<td>697</td>
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<td>September 24</td>
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<td>November 26</td>
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<tr>
<td>December 18</td>
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<tr>
<td>January 29, 2019</td>
<td>Tuesday, 1:00–3:00 p.m. MT</td>
<td>702</td>
</tr>
</tbody>
</table>

Do you have a valuation report you would like reviewed?

Valuators who submit a report for peer review receive:

- Feedback from the peer review session of their report
- Attendance to any CAP or CAW session for free
- An incentive to attend Report Writing: Review and Analysis free or discounted
- Qualify for royalty payments for use of their reports as part of the training sessions
Industry Standards and Ethics

C B W D  www.theCTI.com/ISU | Co-Sponsored by NACVA

Program Description

Ensure Your Knowledge and Compliance with the Profession's Standards

Recent developments within the professional organizations are moving toward the harmonization of industry standards. Senior representatives from the valuation industry will discuss the standards impacting the profession, including: NACVA, IBA, ASA, AICPA, and USPAP.

How You Will Benefit

After completing this course, attendees will be able to:

- Determine how industry standards and any changes will impact one's practice
- Interpret any changes in the current and possibly future environment
- More details online at www.theCTI.com/ISU

Who Should Attend

This course is designed for all business valuation practitioners who wish to understand the principles-based standards developed to provide guidance in performing valuation services.

To learn more and register or purchase, visit www.theCTI.com/ISU

One-Day Live Classroom Schedule

<table>
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<th>CPE: 2 Hrs</th>
<th>Dates</th>
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Courses generally begin at 6:30 a.m. and conclude at 8:15 a.m.
Live classroom courses are paperless, see page 39
* No discounts

One-Day Live Online Broadcast Schedule

<table>
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<tr>
<th>CPE: 2 Hrs</th>
<th>Dates</th>
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Courses generally begin at 6:30 a.m. and conclude at 8:15 a.m.
* No discounts

One-Day Live Online Webinar Schedule

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<td>January 29, 2019</td>
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Early registration discounts: see page 38

CPE On-Demand Course

<table>
<thead>
<tr>
<th>CPE: 2 Hrs</th>
<th>Price: $200/$180 Members</th>
</tr>
</thead>
</table>

For NASBA-related information on CPE, course timing, faculty, etc., please refer to www.theCTI.com.
Program Description

The calculation of discounts for lack of marketability (DLOM) can be a complex, confusing task. In this workshop, we will simplify the process and increase confidence in performing their calculations by exploring the studies, databases, models, and methods used in the DLOM process.

The main feature of this workshop will be the presentation of the new Valuation Products and Services (VPS) Discount for Lack of Marketability Guide, along with detailed case studies. The new models include the VPS Restricted Stock Study Quintile Calculator (RSQC), which enables the user to adjust for differences in risk/volatility, holding periods, dividends, and Mandelbaum-type factors. The case study will also include a comprehensive look at various calculators, models, and templates.

The workshop will cover an examination of legacy restricted stock benchmark, pre-IPO studies, and several well-known databases, including: FMV Opinions detailed restricted stock database, Pluris detailed restricted stock database, and Valuation Advisors detailed pre-IPO database, and inspect analytical methods.

How You Will Benefit

After completing this workshop, attendees will be able to:

- Apply the various option calculators and other models and templates, including: VPS Restricted Stock Study Quintile Calculator, Black Scholes/Chaffe Calculator, Finnerty Calculator, Ghairdarov Calculators, Longstaff Calculator, QMDM Template, Quantitative Methods Comparison Template, Illiquidity Premium Calculator, and C Corporation Equivalent Dividend Yield Calculator
- Differentiate among the most well-known restricted stock and pre-IPO databases, including: FMV Opinions, Pluris, and Valuation Advisors
- Compare and contrast the various option pricing models, including: Black-Scholes/Chaffe, Longstaff, Finnerty, and Ghairdarov
- Evaluate various analytical methods, including: Wruck; Hertzel and Smith; Bajaj; Abbott; Ghairdarov; Katsanis; LEAPS; NERA CAPM and Mandelbaum-type analyses
- Assess the IRS DLOM Job Aid—Discount for Lack of Marketability Job Aid for Valuation Professionals
- More details online at www.theCTI.com/DLOM

Who Should Attend

Newly credentialed business valuators who have obtained their valuation certification (CVA, CBA, ABV, ASA, etc.) in the last three years, and those who perform less than five valuations per year interested in advancing their valuation skills and developing new business opportunities.
Intermediate Business Valuation Training Center

www.theCTI.com/IntBVTC | Co-Sponsored by NACVA

Program Description

The Intermediate Business Valuation Training Center is designed to expand on theories and methods taught in the Business Valuation Certification and Training Center. It provides practical skills, covering all aspects of a typical engagement—from engagement acceptance through report delivery—and provides in-depth coverage of the latest theories as they relate to:

- Valuation approaches
- Reconciliation of values
- Discounts and premiums
- Practice management

What You Will Cover

Day 1: Deeper Dive into the Income, Market, and Asset Approaches
Day 2: The Asset Approach, Reconciliation of Methods, and a Deeper Dive into Discounts and Premiums
Day 3: Practice Management and Intermediate Issues

How You Will Benefit

After completing this course, attendees will be able to:

- Communicate to their client the type and level of service required by the particular engagement
- Manage the business valuation engagement from Engagement Letter through report delivery
- Recognize all theories and reference materials as they relate to the business valuation process
- List practice management best practices to be as efficient as possible
- More details online at www.theCTI.com/IntBVTC

Who Should Attend

Newly credentialed business valuators who have obtained their valuation certification (CVA, CBA, ABV, ASA, etc.) in the last three years, and those who perform less than five valuations per year interested in advancing their valuation skills and developing new business opportunities.

Seasoned business valuation practitioners, looking to bolster their skills and efficiencies. All practitioners will come away with the skills required to both create and maintain a thriving valuation practice.

Three-Day Live Classroom Schedule

<table>
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<td>San Diego, CA</td>
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<tr>
<td>December 11–13</td>
<td>Ft. Lauderdale, FL</td>
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Courses generally begin at 8:30 a.m. and conclude at 5:15 p.m.
Live classroom courses are paperless, see page 39

Three-Day Live Online Broadcast Schedule

<table>
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Courses generally begin at 8:30 a.m. and conclude at 5:15 p.m.

Nine-Day Live Online Webinar Schedule

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<td>Part 2: June 25–28</td>
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CPE On-Demand Course

| CPE: 18 Hrs | Price: $1,035/$931.50 Members |

For NASBA-related information on CPE, course timing, faculty, etc., please refer to www.theCTI.com.
NEW Business Valuation Accelerator Workshop

www.theCTI.com/Accelerator | Co-Sponsored by NACVA

Program Description

So you have obtained a valuation certification, but you are still trying to figure out how to successfully and profitably complete your initial engagements. You want help... You need help. And at one time, so did everyone else in your shoes.

The Business Valuation Accelerator Online Webinar Series was created to advance the proficiency you acquired to obtain your valuation credential and provide you with even more practical skills, covering everything between engagement acceptance to report delivery. This online series is a serious program created for ambitious up-and-comers who want to bolster their valuation skills and create a thriving valuation practice.

What You Will Cover

Clinic 1: Engagement Risk, Assessment, Letters of Engagement, and Report Writing Techniques
Clinic 2: Economic and Industry Overview, Income and Asset Approaches, and Report Writing Techniques
Clinic 3: Benchmarking the Subject Company, Discounts and Premiums, and Report Writing Techniques

How You Will Benefit

After completing this workshop, attendees will be able to:
- Scope and budget a valuation project
- Relate the economic and industry outlooks to company risk
- Identify appropriate methods and data sources for developing discount rates
- Research, analyze, and interpret data set forth in various transaction databases
- More details online at www.theCTI.com/Accelerator

Who Should Attend

Newly credentialed business valuators who have obtained their valuation certification (CVA, CBA, ABV, ASA, etc.) in the last three years, and those who perform less than five valuations per year interested in advancing their valuation skills and developing new business opportunities.

CPE On-Demand Course

CPE: 30 Hrs | Price: $1,485/$1,336.50 Members

To learn more and purchase, visit www.theCTI.com/Accelerator
Advanced Valuation: Applications and Models Workshop

Program Description
This workshop is based on the 2017 editions of Jim Hitchner’s Financial Valuation Applications and Models and Financial Valuation Workbook. The workshop includes an in-depth case study and detailed report which will take you to a new, advanced level of understanding business valuation and provide practical tools, data, and models attendees can use immediately in their practice. Taught by a team of nationally recognized valuation analysts, the instructors collaborate with attendees to share the most effective valuation procedures and real-world applications in the field of financial valuation. The instructors teach the theory, but also demonstrate how to apply the theory and appropriate models.

What You Will Cover

Day 1: Advanced Income Approach, Cost of Capital, and Report Writing
Day 2: Advanced Market Approach, Control Premiums, Report Writing, and Calculations

How You Will Benefit
After completing this workshop, attendees will be able to:
- Prepare a new supportable method for reconciling the use of D&P data in the Modified Capital Asset Pricing Model and the Build Up Model
- Avoid mistakes and apply best practices in the Income Approach, including: discount rates, growth rates, normalization adjustments, Capitalized Cash Flow Method, and Discount Cash Flow Method
- Recognize a “biased” valuation, including the use of a “bias scorer” checklist
- Apply business valuation standards, along with the use of calculations, which includes two up-to-date calculation reports
- Use a supportable simple model for valuing S Corps
- More details online at www.theCTI.com/AdvVal

Who Should Attend
This is a workshop for seasoned business valuation practitioners. It is recommended for practitioners who have already attended the Intermediate Business Valuation Training Center and/or additional, higher-level courses.
NEW Business Valuation Fundamentals for CPAs and Other Financial Advisors

www.theCTI.com/BVFundamentals  |  Co-Sponsored by NACVA

Program Description

The competitive nature of today's business climate, combined with the expanding needs of business enterprise, place upon the business advisor daunting challenges to provide the best tax, accounting, and advisory services possible—a challenging task to say the least. They must wear multiple hats, and even if one's focus is purely tax, accounting, or both, business owners expect counsel on how to improve performance by shaving costs, increasing revenues, and growing company value.

Nowadays, it is common knowledge that the most substantial asset in a business owner's portfolio is likely the business itself. And it stands to reason that growing its value translates into a more comfortable retirement. Every business advisor should have basic training in the fundamentals of valuing business enterprises. Even if you do not intend to specialize in this area, this training is crucial to being a solid and valued business advisor.

This webinar series does not replace any of the requirements for achieving the Certified Valuation Analyst® (CVA®) credential. It will however enhance preparation for any valuation credential.

What You Will Cover

Part 1: Introduction to Business Valuation and Understanding the Engagement
Part 2: Financial Statement Analysis—Getting the Story Behind the Numbers
Part 3: Valuation Approaches—The Nuts and Bolts: The Income Approach
Part 4: The Completed Transaction and Guideline Public Comparable Methods
Part 5: Valuation Discounts and Premiums—The Plusses and Minuses of Value

How You Will Benefit

After completing this course, attendees will be able to:

- Outline the fundamental steps to valuing a business, from beginning to end
- List the cornerstones of the business analysis process or the drivers of company value
- Identify and utilize key resources in order to improve profit margins and grow company value
- Articulate how business valuation can be a valuable consulting service for clients
- More details online at www.theCTI.com/BVFundamentals

Who Should Attend

The ideal candidates for this course are CPAs, PAs, CFOs, business consultants, attorneys, and bankers. Advisors to businesses who have a background in accounting and finance will also benefit greatly.

Five-Day Live Online Webinar Schedule

<table>
<thead>
<tr>
<th>Dates</th>
<th>Time</th>
<th>ID#</th>
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<td>July 23–27</td>
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<td>October 15–19</td>
<td>1:00–3:00 p.m. MT</td>
<td>735</td>
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</table>

CPE On-Demand Course

CPE: 10 Hrs  |  Price: $575/$517.50 Members

To learn more and register or purchase, visit www.theCTI.com/BVFundamentals
Program Description

Business valuation professionals often find themselves drawn into disputes over the value of business interests. Minority and oppressed shareholder disputes, damage to business value, eminent domain, and failed business combinations are some of these situations calling for the expertise of the seasoned business valuation analyst. This specialized training focuses on the dynamics of business valuation conclusions and calculations in the context of litigation, controlling professional standards, notable case law, differing approaches to reporting in litigation, traditional and situation-specific standards of value, and other key issues impacting business valuation in litigation.

Attendees will gain an understanding of the legal environment in which valuation experts practice and the practical application of business valuation in various types of legal disputes. Professional standards and developmental and reporting standards as they apply under court rules and procedures are discussed. The training also focuses on the importance of site visits, tips and techniques to employ when reviewing the opposing expert’s report, why a critique of the opposing expert may not be enough, and what to do when the opposing expert is bound by different standards. Discussion also addresses how to assist counsel with document requests and how to resolve issues dealing with a counselor who does not understand business valuation.

What You Will Cover

Part 1: Business Valuation Reporting and Challenges in the Litigation Environment
Part 2: Standards and Premises of Value in Dissenting Shareholder, Bankruptcy, and Divorce Litigation
Part 4: Opposing Experts Without Standards: What to Expect and How to Challenge Them
Part 5: Tax Issues in Litigation-Based Valuations

How You Will Benefit

After completing this course, attendees will be able to:

- Identify standards of value and approaches peculiar to shareholder disputes and other related litigation-based valuations
- Apply legal concepts relating to business valuation to one’s professional engagement
- Apply professional standards in the litigation environment
- Write an effective valuation report applicable to litigation engagements
- Identify the weaknesses of valuation reports in the litigation environment
- More details online at www.theCTI.com/BVAL

Who Should Attend

CPAs, valuation experts, economists, and other financial professionals who render services designed to assist in the resolution of legal disputes involving financial matters.

To learn more and purchase, visit www.theCTI.com/BVAL
Valuing Family Limited Partnerships Workshop

Program Description

Valuation of Holding Companies and FLPs: Approaches, Methods, and Discounting

This workshop will introduce attendees to current methodologies and resources relating to the valuation of Family Limited Partnerships (FLPs) and similarly organized asset-holding companies. The workshop will focus on engagements for gift and estate tax as well as income tax planning. Attendees will be introduced to the empirical data, statutes, and case law that will help them form a solid discount conclusion in their valuations.

What You Will Cover

Part 1: Partnership Agreement and Analysis
Part 2: FLP Case Law Overview
Part 3: Empirical Data Overview

How You Will Benefit

After completing this workshop, attendees will be able to:
- Recognize a well-written valuation report of an FLP (or similar estate planning entity)
- Identify the various tax code sections pertinent to these valuations
- Recognize data to support discounts found in these valuations
- More details online at www.theCTI.com/FLP

Who Should Attend

Valuation analysts of all levels, estate and tax attorneys, and estate planners.

To learn more and register or purchase, visit www.theCTI.com/FLP

One-Day Live Classroom Schedule

CPE: 8 Hrs
Price: $650/$585 Members
Early registration discounts: see page 38

<table>
<thead>
<tr>
<th>Date</th>
<th>Location</th>
<th>ID#</th>
</tr>
</thead>
<tbody>
<tr>
<td>June 19</td>
<td>Las Vegas, NV</td>
<td>615</td>
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Courses generally begin at 8:30 a.m. and conclude at 5:15 p.m.
Live classroom courses are paperless, see page 39

Five-Day Live Online Webinar Schedule

CPE: 5 Hrs
Price: $650/$585 Members
Early registration discounts: see page 38

<table>
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<tr>
<th>Dates</th>
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<td>August 13–17</td>
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<td>October 22–26</td>
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CPE On-Demand Course

CPE: 5 Hrs  Price: $520/$468 Members

Call Member/Client Services at (800) 677-2009 or visit theCTI.com.
NEW Business Valuation Specialty Training

www.theCTI.com/BVSpecialties | Co-Sponsored by NACVA

Program Description

Business valuation practitioners often find times when they are asked to establish value for a specialized industry. Taught by a world-wide team of seasoned business valuation analysts this industry specific, on-demand training will give you the confidence to carry out these engagements with the unique methodologies and approaches inherent to these industries.

Our CPE On-Demand Library includes training for these industries and is constantly growing:

- 10 Common Errors in Valuation and How to Address These Issues
- Acid Test for Property Tax Assessment Appeal of Fixtures, Machinery, and Equipment in a Special-Purpose Business
- Advanced Concepts in Risk Analysis
- Buy Sell Agreements—The Business Will (or Won’t)
- CVs and Engagement Letters
- Dealing with Interest Bearing Debt in Valuations
- Grantor Trusts—What Every Practitioner Should Know about IDGTs
- Hot Topics in ESOP Valuations
- Impact of Leases Standard on Business Valuation Metrics
- Intangible Asset Valuation—Illustrative Case Study for Financial Statement Reporting
- Issues on Intangible Assets Recognition Upon Business Combinations
- New Developments and Trends in Car Dealership Valuation
- Normalizing Owner Compensation in Business Valuations
- Oil and Gas: From Rock to Bank
- Overview of U.S. and International Best Practice Efforts
- Placing a Price on Pleasure—Intangible Asset Valuation Considerations for Entertainment and Sports Businesses
- Real Estate and the Business Appraiser
- Secrets of Practice Before the Internal Revenue Service
- Strategies When Working With IRS Appraisers
- Transfer Pricing and Valuing International Entities and Global Intangibles
- Trust and Estates: S Corporation Valuation Issues
- Valuation Interest Rates Swaps
- Valuation Issues of Renewable Energy Interests
- Valuation of Business, Securities, and Intangible Assets for Bankruptcy Purposes
- Valuation of Debt and Preferred Stock
- Valuation of Equity Securities of Privately Held Companies
- Valuation of Family Limited Partnerships
- Valuation of Intangible Assets in the Absence of Positive Net Cash Flows
- Valuing Commercial And Heavy Construction Contractors
- Valuing Complex Debt and Equity Structures
- Valuing Earn-Outs and Other Performance Based Contracts
- Valuing Fast-Food Restaurants
- Valuing Oil and Gas Interests—Identifying and Measuring Risk
- Valuing Pass-Through Entities—Approach Clarity (But Not Consensus)
- Valuing Renewable Interests Issues and Guidelines
- What’s that Mean? Five Principles to Avoid Overvaluing a Company
- What You Can’t See Has Value—the Valuation of Intangible Assets

To learn more and purchase, visit www.theCTI.com/BVSpecialties

CPE On-Demand Courses

CPE: 1 or 2 Hrs | Price: One-Hour Webinars: $80/$72 Members Two-Hour Webinars: $110/$99 Members

For NASBA-related information on CPE, course timing, faculty, etc., please refer to www.theCTI.com.
Litigation Report Writing Workshop

Program Description

Effective Approaches to Writing for Damages Reports and Litigation Matters: Learning from the Masters

In this hands-on workshop, attendees will learn effective approaches to writing an expert damages report for use in a litigation matter. The workshop will include a review of the report writing requirements set forth in the Federal Rules of Civil Procedure and reporting requirements for other jurisdictions. This workshop will also focus on drafting reports with an emphasis on content, language, supporting evidence, exhibits, and professional standards compliance. Attendees will be asked (not required) to submit a redacted expert report to the instructor prior to the date of the class. All arrangements will be made with NACVA Headquarters for this submission.

How You Will Benefit

After completing this workshop, attendees will be able to:

- Identify the reporting requirements set forth in Federal Rules of Civil Procedure 26(a)(2)(B)
- Determine the strengths, weaknesses, and risks of alternative report styles
- Differentiate between a report used for tax or transactional purposes and a report appropriate for the litigation process
- Determine the manner in which foundational evidence is incorporated into an expert report
- Identify the reasons that expert reports are often inadmissible as evidence in court
- More details online at www.theCTI.com/LRW

Who Should Attend

This workshop is designed for all litigation and financial forensic experts who want to improve the quality of their written reports.

To learn more and register or purchase, visit www.theCTI.com/LRW

One-Day Live Classroom Schedule

CPE: 8 Hrs
Price: $650/$585 Members
Early registration discounts: see page 38

<table>
<thead>
<tr>
<th>Dates</th>
<th>Locations</th>
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<td>October 31</td>
<td>Chicago, IL</td>
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Courses generally begin at 8:30 a.m. and conclude at 5:15 p.m.
* No discounts

One-Day Live Online Broadcast Schedule

CPE: 8 Hrs
Price: $650/$585 Members
Early registration discounts: see page 38

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Courses generally begin at 8:30 a.m. and conclude at 5:15 p.m.

Four-Day Live Online Webinar Schedule

CPE: 8 Hrs
Price: $650/$585 Members
Early registration discounts: see page 38

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<tr>
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<td>Tuesday–Friday, Noon–2:00 p.m. MT</td>
<td>694</td>
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<td>November 27–30</td>
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</tbody>
</table>

CPE On-Demand Course

CPE: 8 Hrs | Price: $520/$468 Members
Industry Standards and Ethics

Co-Sponsored by NACVA

Program Description

Ensure Your Knowledge and Compliance with the Profession’s Standards

Recent developments within the professional organizations are moving toward the harmonization of industry standards. Senior representatives from the valuation industry will discuss the standards impacting the profession, including: NACVA, IBA, ASA, AICPA, and USPAP.

How You Will Benefit

After completing this course, attendees will be able to:

- Determine how industry standards and any changes will impact one’s practice
- Interpret any changes in the current and possibly future environment
- More details online at www.theCTI.com/ISU

Who Should Attend

This course is designed for all business valuation practitioners who wish to understand the principles-based standards developed to provide guidance in performing valuation services.

To learn more and register or purchase, visit www.theCTI.com/ISU

One-Day Live Classroom Schedule

<table>
<thead>
<tr>
<th>Dates</th>
<th>Locations</th>
<th>ID#</th>
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<tbody>
<tr>
<td>June 19</td>
<td>Las Vegas, NV</td>
<td>634*</td>
</tr>
</tbody>
</table>

Courses generally begin at 6:30 a.m. and conclude at 8:15 a.m.

Live classroom courses are paperless, see page 39

* No discounts

One-Day Live Online Broadcast Schedule

<table>
<thead>
<tr>
<th>Dates</th>
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<tbody>
<tr>
<td>June 19</td>
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Courses generally begin at 6:30 a.m. and conclude at 8:15 a.m.

* No discounts

One-Day Live Online Webinar Schedule

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One-Day Live Online Webinar Schedule

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<td>January 29, 2019</td>
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CPE On-Demand Course

CPE: 2 Hrs | Price: $200/$180 Members
Program Description

The Art & Science of Investigating People & Money©

Despite the chronic and compelling need for financial forensics and forensic accounting expertise, the accounting and financial professions have yet to embrace or even offer a cogent and comprehensive forensic accounting tools-based methodology. That deficiency has plagued our economy…until now. The Forensic Accounting Academy© (Academy) is the most all-inclusive training in forensic accounting available to date. The intensive and hands-on, training provides a one-stop source of 300+ tools, techniques, methods, and methodologies applicable to virtually any large or small financial matter, whether civil, criminal, or dispute, and defines the financial forensics/forensic accounting profession: “The Art & Science of Investigating People & Money©.”

What You Will Cover

Part 1: Foundational Tools—Genogram, Entity/Party, CRO, Indirect Method, Cash-T, APD
Part 2: Advanced Forensic Indices, Forensic Lexicology, Forensic Benefit Streams, Damages, QDE
Part 4: Advanced Forensic Report Writing, Trial Exhibits, Scripting, Depo Matrix
Part 5: Advanced Technical Analysis, Gott’s Principle, Central Limits, Wigmorean Charts

How You Will Benefit

After completing this academy, attendees will be able to:

- Establish financial forensics/forensic accounting as the financial “supra” discipline
- Differentiate forensic accounting from mere “fraud” analysis
- Determine appropriate methods and tools for interviewing, interrogation, and behavior detection skills
- Discern the characteristics and the behavior of virtually any data set under investigation
- Identify and integrate proven and effective forensic accounting skills in your practice

Who Should Attend

The Academy content is designed for both financial and non-financial professionals who require sophisticated investigative and analytical skills to stay abreast of increasing civil and criminal wrongdoer treachery. Advanced skills are essential as people and money resources diminish. Those who complete the Academy become qualified as Forensic Operators©—financial forensics-capable personnel who possess unique and specific skills, knowledge, experience, education, training, and integrity beyond the mere financial realm.
Program Description

Each attendee will participate as a testifying and consulting expert in a trial involving financial testimony or family law issues. Attendees will learn the art of delivering effective testimony and how to withstand grueling cross-examination. As consulting experts, attendees will learn how to dissect and critique the reports and opinions of the testifying experts and how to prepare counsel for the expert segments of trial. Each attendee will be coached and guided by members of our faculty of seasoned experts and trial attorneys. The bootcamp culminates in a courtroom setting during which each program attendee, as a testifying expert, presents and defends his or her own expert opinions on the witness stand.

What You Will Cover

Day 1: The Dynamics of Expert Witnessing—Professional Standards, Expert Reports, and Strategic Planning

Days 2 and 3: The Dynamics of Trial—Direct and Cross Examination

How You Will Benefit

After completing this bootcamp, attendees will be able to:
- Recognize effective deposition testimony
- Identify tactics used by opposing counsel at deposition and respond effectively
- Detect the mistakes of inexperienced experts
- More details online at www.theCTI.com/EWB

To learn more and register, visit www.theCTI.com/EWB

Three-Day Live Classroom Schedule

<table>
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<tr>
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Courses generally begin at 8:30 a.m. and conclude at 5:15 p.m. Live classroom courses are paperless, see page 39

Who Should Attend

Professionals in all disciplines who serve as or plan to serve as expert witnesses. Financial experts, doctors, attorneys, insurance professionals, real estate brokers, valuation and appraisal experts, accountants, engineers, scientists, vocational experts, construction experts, educators, psychologists, and other experts who wish to hone their skills as expert witnesses will find this program to be a most valuable experience.

For NASBA-related information on CPE, course timing, faculty, etc., please refer to www.theCTI.com.
Financial Litigation Specialty Webinars

**Bankruptcy, Insolvency, and Restructuring**

This specialty track focuses on work that practitioners may be called upon to perform when working in bankruptcy, reorganization, and insolvency. It is structured to provide a solid introduction to the laws, regulations, and administrative aspects of corporate bankruptcy and culminates with forensic financial analysis and the litigation environment relating to corporate bankruptcy, reorganization, and insolvency.

**What You Will Cover**

- Part 1: Services Provided to Distressed Businesses
- Part 2: Fraud, Financial Forensics, and Special Investigations
- Part 3: Valuation of Distressed Businesses and Plan of Reorganization
- Part 4: Avoidance, Reclamation, and Recovery Actions
- Part 5: Solvency and Insolvency Testing

To learn more and purchase, visit www.theCTI.com/BIR

**Business Valuation in Litigation**

This specialty track focuses on the dynamics of business valuation conclusions and calculations in the context of litigation, controlling professional standards, notable case law, differing approaches to reporting in litigation, traditional and situation-specific standards of value, and other key issues impacting BV in litigation.

**What You Will Cover**

- Part 1: Business Valuation Reporting and Challenges in the Litigation Environment
- Part 2: Standards and Premises of Value in Dissenting Shareholder, Bankruptcy, and Divorce Litigation
- Part 4: Opposing Experts Without Standards—What to Expect and How to Challenge Them
- Part 5: Tax Issues in Litigation-Based Valuations

To learn more and purchase, visit www.theCTI.com/BVAL

**Business and Intellectual Property Damages**

This track focuses on the legal foundations, methodology, best practices, and current trends in business damages and infringement of patents, trademarks, copyrights, and other intellectual property.

**What You Will Cover**

- Part 1: Advanced Concepts in Lost Profits Calculations
- Part 2: Special Considerations for Lost Profits Calculations
- Part 3: Patent Damages, Part 1
- Part 4: Patent Damages, Part 2
- Part 5: Trademark and Copyright Damages

To learn more and purchase, visit www.theCTI.com/BIPD

**Commercial Damages and Lost Profits**

This specialty track focuses on the foundations and fundamentals of business damages measurement, including: alternative approaches and methodologies, notable code sections and case law, foundational evidence and research sources, and reporting guidelines and strategies embraced by the most effective business damages experts.

**What You Will Cover**

- Part 1: Elements of Lost Profits and Introduction to Lost Profits
- Part 2: Lost Profits Methods and Procedures, Part 1
- Part 3: Lost Profits Methods and Procedures, Part 2
- Part 4: Lost Profits Methods and Procedures, Part 3
- Part 5: Other Considerations in Lost Profits

To learn more and register or purchase, visit www.theCTI.com/CDLP

**Deep Dives into the Leading Financial Litigation Areas of Practice**

Call Member/Client Services at (800) 677-2009 or visit theCTI.com.
NEW Personal Injury and Wrongful Death

CPE On-Demand Course
CPE: 15 Hrs | Price: $560/$504 Members

Matrimonial Litigation

CPE On-Demand Course
CPE: 15 Hrs | Price: $560/$504 Members

Fraud Risk Management

CPE On-Demand Course
CPE: 15 Hrs | Price: $560/$504 Members

For NASBA-related information on CPE, course timing, faculty, etc., please refer to www.theCTI.com.
The FOUR main reasons you should consider CoreValue:

1. **Discover the BEST methodology—developed at MIT.** When starting or standardizing your consulting practice, you want the absolute BEST practices and methodology—so even your newest consultant produces accurate recommendations.

2. **See how to produce excellent RESULTS.** Generate the MOST accurate assessment, the BEST reports, identify the MOST engagement opportunities, and show client ROI for your services.

3. **Find an easy and proven SYSTEM to get started fast.** Includes a detailed discovery survey, a deep dive analysis (based on market comps), and a system to generate a master plan of action.

4. **Learn how you can MARKET your practice like a pro.** Includes templates, sample messaging, SEO, direct response, collateral, and numerous “lead machines” for workshops and more—everything needed to jump start your practice.

CoreValue Software License Options

**CoreValue Pro Advisor**
- **Package Includes:** Unlimited Discover Reports, online marketing and consulting resources with limited support. An additional fee of $495 **per client** is required for each Unlock Deep Analysis and Executable Growth Plan.

**CoreValue Advisor Unlimited**
- **Package Includes:** Unlimited Discover Reports, Unlimited Unlock Deep Analysis, Unlimited Executable Growth Plan, Unlimited Discover Workshops, Discover Analytics, program set-up, 90-day mentoring support, local SEO optimization, and a complete marketing and sales system.

**Special Offer!** Purchase CoreValue Advisor **Unlimited within 30 days** of attending the CoreValue Bootcamp, and apply the **full cost of training as a discount.**

**Pricing**

<table>
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<tr>
<td>CoreValue Pro Advisor</td>
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<tr>
<td>CoreValue Advisor Unlimited</td>
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Prices are for a single advisor per year.
NEW Build a Thriving Business Consulting Practice—The CoreValue® Bootcamp

www.theCTI.com/CoreValue  Co-Sponsored by CoreValue Software, ValuSource, and NACVA

Program Description

The Build a Thriving Business Consulting Practice—The CoreValue® Bootcamp is designed for professionals who are starting or expanding their business consulting practice. This bootcamp is designed for professionals who do not use a business consulting system to find new clients, win new engagements, or to manage projects or multi-year engagements. It is designed to help individuals analyze the best way to start or expand their business consulting practice.

What You Will Cover

Part 1: Discover Report—Your Lead Machine
Part 2: CoreValue Unlock—Deep-Dive Analysis and Executable Growth Plan
Part 3: Unlock Case Study—Manufacturing
Part 4: Unlock Case Study—Professional Services Company
Part 5: How to Create a Thriving Consulting Practice

How You Will Benefit

After completing this bootcamp, attendees will be able to:

- Analyze a business enterprise with easily obtained key metrics
- Translate a detailed report which looks at 18 areas that drive value
- Produce intelligent reports showing where to focus and prioritize energies growing company value
- Determine a value score benchmark which compares your client company to thousands of similar companies that have sold, giving weight to certain company-specific metrics. This benchmark is the key metric you will share with your client to show the progress of your ongoing value-building service.
- More details online at www.theCTI.com/CoreValue

Who Should Attend

This bootcamp is designed for CoreValue software users and for practitioners who are interested in starting or growing their business consulting practice. Suggested pre-requisite is the CoreValue Orientation Video available at www.theCTI.com/CoreValue.

To learn more and register, visit www.theCTI.com/CoreValue

Two-Day Live Classroom Schedule

CPE: 16 Hrs
Price: $1,300/$1,170 Members
Early registration discounts: see page 38

<table>
<thead>
<tr>
<th>Dates</th>
<th>Locations</th>
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<tr>
<td>June 18–19</td>
<td>Las Vegas, NV</td>
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<tr>
<td>November 13–14</td>
<td>San Diego, CA</td>
<td>625</td>
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</table>

Courses generally begin at 8:30 a.m. and conclude at 5:15 p.m. Live classroom courses are paperless, see page 39.

Two-Day Live Online Broadcast Schedule

CPE: 16 Hrs
Price: $1,300/$1,170 Members
Early registration discounts: see page 38

<table>
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Courses generally begin at 8:30 a.m. and conclude at 5:15 p.m.

Five-Day Live Online Webinar Schedule

CPE: 10 Hrs
Price: $720/$648 Members
Early registration discounts: see page 38

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<td>August 6–10</td>
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<td>December 3–7</td>
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One-Day Live Online Orientation Webinar Schedule

CPE: 1 Hr
Price: $180/$162 Members

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<tr>
<td>February 15, 2019</td>
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Transaction Advisory Services (TAS) Workshop

www.theCTI.com/TAS | Co-Sponsored by NACVA

Program Description

**Strategies and Tools to Grow, Enhance, Harvest, and Protect Your Client’s Company Value**

This workshop has been designed to provide attendees with the practical knowledge, strategies, and tools to assist their clients—whether internal or external—on how to grow, optimize, and protect their company’s value, and position them for a successful exit. This workshop shifts the emphasis of previous mergers and acquisitions (M&A) training programs from transaction-centric to shareholder value-centric where the M&A transaction is a "means to an end" rather than the "end" itself. It also explores how changing regulations are reshaping the middle-market M&A environment and provides corporate advisers, such as consulting practices and CPA firms, a systematic approach to grow revenues and differentiate their service offering.

What You Will Cover

**Day 1: Growing Value Strategies**
**Day 2: Enhancing Value Strategies**
**Day 3: Protecting Value Strategies**

How You Will Benefit

After completing this workshop, attendees will be able to:

- Describe the main steps and strategies involved in the buy-side M&A process
- Identify the issues involved in M&A valuation (price vs. value)
- Identify key strategies to grow and enhance shareholder value, including how to structure, finance, and optimize corporate growth
- Differentiate between the various tax and legal strategic issues associated with protecting shareholder value from corporate formation to post-deal situations

To learn more and register or purchase, visit www.theCTI.com/TAS

Three-Day Live Classroom Schedule

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<tr>
<td>December 11–13</td>
<td>Ft. Lauderdale, FL</td>
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CPE: 24 Hrs  
Price: $1,950/$1,755 Members  
Early registration discounts: see page 38

Courses generally begin at 8:30 a.m. and conclude at 5:15 p.m. Live classroom courses are paperless, see page 39

CPE On-Demand Related Courses

<table>
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<th>Level</th>
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<td>Intermediate</td>
<td>6 Hrs</td>
<td>$575/$517.50 Members</td>
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<tr>
<td>Advanced</td>
<td>5 Hrs</td>
<td>$575/$517.50 Members</td>
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Who Should Attend

CPAs, M&A advisors, investment and financial analysts, investment bankers, financial officers, CEOs, and CFOs.
Program Description

This workshop has been designed to provide attendees with an in-depth view of advanced topics in middle market mergers and acquisitions through a combination of class presentations, attendee discussions, and case studies. The workshop focuses on providing a hands-on approach to the analysis and implementation of the foremost strategies used by middle market investment bankers in the areas of capital formation, leveraged buyouts, deal structuring, post-merger integration, and corporate restructurings.

What You Will Cover

Part 1: Raising Private Equity, Engineering an Exit, and Deal Structuring
Part 2: Key M&A Documents, Restructurings and Turnarounds, and Post-Merger Integration

How You Will Benefit

After completing this workshop, attendees will be able to:

- Differentiate between the key characteristics and uses of equity capital and subordinated debt financings
- Define and negotiate the key clauses in M&A documents
- Identify the most suitable deal structuring strategies (tax and financial)
- Recognize the main elements of a post-merger integration plan
- Evaluate and design stabilization and turnaround plans involving financial distress situations
- More details online at www.theCTI.com/AdvMA

Who Should Attend

This workshop is appropriate for CPAs, M&A advisors, investment and financial analysts, investment bankers, financial officers, CEOs, CFOs, and other seasoned professionals with specialized knowledge in the subject area.
The Institute for Healthcare Valuation (IHV) and Consultants’ Training Institute (CTI) are pleased to announce premier healthcare valuation training through a distance education program: the Certificate of Educational Achievement (CEA) for Advanced Education in Healthcare Valuation.

The program will launch in 2018 and will bridge the interdisciplinary nature of healthcare valuation to include: the Four Pillars of Healthcare (regulatory, reimbursement, competition, and technology); the market forces shaping the U.S. healthcare industry; and the valuation of healthcare enterprises, assets, and services.

The program is developed and is being presented by industry thought leader Health Capital Consultants (HCC), alongside a blockbuster faculty comprised of healthcare subject matter experts from the legal, regulatory, and valuation professions.

About the Program

Why This Training is Critical

“Valuation is a branch of financial economics, and it can be short-sighted and dangerous to develop an appraisal that does not reflect the economic foundations of the transactional elements to which statutes, regulations, and case law apply.”

David W. Grauer, Esq., Jones Day, nationally-known healthcare attorney

“...In the current volatile regulatory environment, with the consolidation of hospitals, physicians, and other providers, the determination that the arrangements do not exceed Fair Market Value and are commercially reasonable are essential safeguards for the parties entering into these vertical integration transactions. It is critical that experienced, well-trained valuation professionals consult and collaborate with regulators and legal professionals before establishing and promoting so-called accepted methodologies and approaches...” states nationally-known healthcare attorney, David W. Grauer, Esq., of Jones Day.

The training consists of ten four-hour course modules (including eight core courses and two electives) covering basic valuation tenets, competitive forces in healthcare, an overview of the regulatory environment, technological advancements in the industry, changes in reimbursement, development of a commercial reasonableness opinion, inpatient and outpatient enterprises, valuing intangible assets and tangible personal property, and the classification and valuation of healthcare services.

Who Should Attend

Legal professionals and healthcare providers, as well as those valuation professionals wishing to expand their scope of activities in healthcare valuation engagements and those seeking to enhance their current healthcare valuation service lines, will gain comprehensive knowledge through the expansive program. Attendees who successfully complete the course requirements, assessment quizzes, and interactive case study will earn a CEA.

More details forthcoming at www.theCTI.com.
Program Description
Certified Exit Planning Advisor (CEPA) credential holders are part of an established global network of professional advisors who have successfully completed an executive MBA-style program taught by nationally recognized experts in their respective fields. The CEPA program is based on the Valuation Acceleration Methodology™, an exit planning management system that clearly communicates a process and uses the five stages of value maturity to ensure a successful transition. Attending professional advisors are provided with an innovative learning experience and performance-enhancing products, tools, and research that will advance their skills and exit planning practice.

How You Will Benefit
After completing this course, attendees will be able to:
- Recognize the major steps in the exit planning process from the five principal components of an exit plan
- Identify how estate planning can affect the overall financial plan of the owner
- Detect when an asset sale or stock sale is more appropriate for the parties
- Determine the most effective ways to market exit planning services to business owners
- Differentiate between the three approaches to value and know when to use or not use them
- More details online at www.theCTI.com/CEPA

What You Will Cover
Day 1: The Overall Need for Exit Planning and Review of the Exit Planning Process; Exit Planning Deliverables, Teams, and Developing Goals and Objectives; Planning for Post-Ownership Life
Day 2: Financial Planning for Business Owners, Estate Planning, and the Integration of Charitable Intent; Basics of Business Valuations; Value Enhancement
Day 3: Business Valuation Case Study and the Creation of Action Plans; Delivering Action Plans, Analyzing Exit Options and ESOPs as an Exit Strategy
Day 4: Understanding Third-Party Sales and the M&A Process; Understanding Private Equity; Family Transitions

Four-Day Live Classroom Schedule

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<td>August 6–9</td>
<td>San Diego, CA</td>
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<td>October 15–18</td>
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</tr>
<tr>
<td>November 12–15</td>
<td>Chicago, IL</td>
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</table>

Courses generally begin at 8:00 a.m. and conclude at 5:00 p.m.

Who Should Attend
Valuation practitioners, CPAs, accountants, business advisors, controllers, CEOs, CFOs, financial advisors, attorneys, estate planners, wealth managers, investment bankers, business brokers, insurance professionals, M&A advisors, and commercial lenders.

To learn more and register, visit www.theCTI.com/CEPA

For NASBA-related information on CPE, course timing, faculty, etc., please refer to www.theCTI.com.
NACVA and the CTI’s 2018 Annual Consultants’ Conference
June 20–22, 2018 | Caesars Palace | Las Vegas, NV USA

AnnualConsultantsConference.com

Come, Learn, Conquer

Opening Keynote Address
Tim Urban | Blogger and Futurist

General Session Keynote
Our Profession is in Transition — Opportunities and Strategies for Baby Boomers, Gen Xers, and Millennials
Z. Christopher Mercer, FASA, CFA, ABAR | Mercer Capital

Full Conference Registration Fees:
$1,575 for Members
$1,745 for Non-Members
Multiple-attendee discounts available for live attendance.

Daily Online Conference Registration Fees:
1–5 Registrants $540 for Members $600 for Non-Members
6–10 Registrants $810 for Members $900 for Non-Members
Daily registration fee is discounted 50% for Friday, June 22, due to half-day agenda.

To learn more and register, visit AnnualConsultantsConference.com, or call Member/Client Services at (800) 677-2009.
Financial Valuation SuperConference
December 11–12, 2018
Westin Beach Resort | Ft. Lauderdale, FL
Business Valuation, Financial Litigation, Healthcare Valuation, Exit Strategies, Mergers and Acquisitions, and Transaction Advisory Services

Daily SuperConference Registration Fee (live or online broadcast):

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Early Registration Discounts Available!
10% if registered by 9/30/18  5% if registered by 10/31/18

Financial Consultants’ Accelerated Training Institute
October 29–November 3, 2018
Swissôtel Chicago | Chicago, IL

Early Registration Discounts Available!
10% if registered by 8/31/18  5% if registered by 9/30/18

November 12–17, 2018
Hotel Republic | San Diego, CA

Early Registration Discounts Available!
10% if registered by 9/30/18  5% if registered by 10/31/18

To learn more and register, visit www.theCTI.com, or call Member/Client Services at (800) 677-2009.

For NASBA-related information on CPE, course timing, faculty, etc., please refer to www.theCTI.com.
## 2018–2019 Online Training Schedule

### Advanced Mergers and Acquisitions Workshop *(see page 29)*

<table>
<thead>
<tr>
<th>Part 1</th>
<th>July 9–12</th>
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<tbody>
<tr>
<td></td>
<td>October 9–12</td>
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<tr>
<td>Part 2</td>
<td>July 23–26</td>
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<td></td>
<td>November 5–8</td>
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### Advanced Valuation: Applications and Models Workshop *(see page 15)*

<table>
<thead>
<tr>
<th>November 13–14</th>
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<tr>
<td>December 3–7</td>
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<tr>
<td>January 7–11, 2019</td>
<td></td>
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</tbody>
</table>

### Build a Thriving Business Consulting Practice—The CoreValue® Bootcamp *(see page 27)*

| June 4–8         |  |
| June 18–19       |  |
| August 6–10      |  |
| November 13–14   |  |
| December 3–7     |  |
| January 7–11, 2019 |  |

### Build Your Brand *(see www.NACVA.com/Webinars)*

| August 27–31 |  |

### Business Valuation Certification and Training Center *(see page 4)*

| August 20–24  |  |
| October 1–5  |  |
| November 12–16 |  |
| January 28–February 1, 2019 |  |
| May 6–10, 2019 |  |

### Business Valuation Fundamentals for CPAs and Other Financial Advisors *(see page 16)*

| July 23–27   |  |
| October 15–19 |  |

### Business Valuation Industry Specialties *(see www.NACVA.com/Webinars)*

| May 30–June 1 |  |
| September 12–14 |  |

### *Case Analysis by Webinar *(see page 10)*

| July 9       |  |
| September 24 |  |
| October 11   |  |
| November 26  |  |
| December 18  |  |
| January 29, 2019 |  |

### Commercial Damages and Lost Profits *(see page 24)*

| July 16–20   |  |
| October 22–26 |  |

### Conferences *(see page 32–33)*

- **Annual Consultants’ Conference**
  - June 20–22
- **Financial Valuation SuperConference**
  - December 11–12

### CoreValue Orientation Webinar *(see page 27)*

| July 26       |  |
| September 27  |  |
| October 18    |  |
| November 29   |  |
| February 15, 2019 |  |

### *Current Update in Valuations *(see page 8)*

| June 19  |  |
| August 20 |  |
| October 1  |  |
| October 29 |  |

### Discounts for Loss of Marketability (DLOM) Workshop *(see page 12)*

| November 15 |  |

### Excel for Accountants *(see www.NACVA.com/Webinars)*

| June 26–28 |  |

### Exit Planning *(see www.NACVA.com/Webinars)*

| July 31–August 3 |  |
| November 27–30  |  |

### Financial Litigation Consulting Professionals Workshop *(see page 6)*

| October 29–November 2 |  |
| December 10–14        |  |

### From Consulting to Testifying Expert—The Basics of a Successful Transition *(see www.NACVA.com/Webinars)*

| July 30–August 3 |  |

### Healthcare Valuation *(see www.NACVA.com/Webinars)*

| October 1–5  |  |

### *Industry Standards and Ethics *(see page 11)*

| June 19  |  |
| July 9   |  |
| September 24 |  |
| October 11 |  |
| November 26 |  |
| December 18 |  |
| January 29, 2019 |  |

### Intermediate Business Valuation Training Center *(see page 13)*

- **Webinar Part 1**
  - June 4–8
- **Webinar Part 2**
  - June 25–28

### *Litigation Report Writing Workshop *(see page 20)*

- **Webinar Part 1**
  - July 10–13
  - September 25–28
  - October 31
  - November 27–30

### Matrimonial Litigation *(see page 25)*

| August 6–10 |  |

### Natural Disasters and Business Interruptions *(see www.NACVA.com/Webinars)*

| August 27–31 |  |
| October 29–November 2 |  |

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Note: Dates and titles are subject to change.

*Broadcast from a live training event

* These programs are recommended for NACVA Recertification and qualify for NACVA Recertification Bonus Points.
**The Definitive Source for Industry News and Updates**

To support you, we have assembled a team of industry experts who will be covering the profession’s leading publications and delivering in an online, interactive webcast all you need to know so that at all times, you can be confident that your knowledge is current and accurate as you navigate “Around the Valuation World!”

To learn more, visit www.NACVA.com/BonusPointPrograms

---

**Personal Injury and Wrongful Death (see page 25)**
May 21–25

*Report Writing: Review and Analysis (see page 9)*
May 14–17
August 13–16

**Software and Database Webinars (see www.NACVA.com/Webinars)**

Better Financial Statement Benchmarking with RMA Valuation Edition
November 2

BVM Pro: Why This Software Works
January 25, 2019

Calculating Individual Economic Damages with Damages Advocate: Personal Injury, Wrongful Death, and Employment Law
May 11

New and Substantially Enhanced Guideline Public Company Database
August 24

Using IBA Market Data
October 5

**The Global Understanding—Valuation for Financial Reporting and Intangible and Real Estate Assets (see www.NACVA.com/Webinars)**
October 8–12

September 5–7

**Valuing Family Limited Partnerships Workshop (see page 18)**
May 14–18

Note: Dates and titles are subject to change.

*Broadcast from a live training event

* These programs are recommended for NACVA Recertification and qualify for NACVA Recertification Bonus Points.

For NASBA-related information on CPE, course timing, faculty, etc., please refer to www.theCTI.com.
This convenient method for gaining the highest quality of Continuing Professional Education* (CPE) is affordable, easy to access, and available to you on-demand.

You can also add Unlimited CPE On-Demand to any KeyValueData® subscription, including EconAssist™ which is available free to all NACVA members.

Unlimited CPE On-Demand subscribers can also add a subscription to Surgent CPE: NASBA qualified self-study courses to meet the needs of every CPA, tax practitioner, and financial professional.

Annual and monthly subscriptions available for Unlimited CPE On-Demand and Surgent CPE. Subscriptions require a one-year commitment. See page 40 for pricing details.

To learn more, visit www.CPE-On-Demand.com or call Member/Client Services at (800) 677-2009.

* Although webinars in the CPE On-Demand library qualify for NACVA CPE, they may not be accepted by all state boards or accrediting organizations. Therefore, individuals should contact their state board or accrediting organization as they have final authority on the acceptance of individual courses for CPE credit.
New Self-Study Opportunity for CPAs and Financial Professionals

The National Association of Certified Valuators and Analysts® (NACVA®) has joined forces with Surgent CPE, a leader for over 30 years in continuing professional education (CPE) for CPAs and other financial professionals, to offer a bundle of 100 hours of NASBA-qualified self-study courses.

These courses are designed to enable CPAs, tax practitioners, and financial professionals to access the professional education they need, 24/7, in a variety of fields of study, including ethics, accounting, auditing, and taxes. These fields are critical for many of our members, and essential for maintaining their credentials—Surgent CPE is the ideal partner to offer these courses. They are highly-regarded by CPAs, other accounting professionals, and tax practitioners, and bring a wealth of experience in delivering professional education.

“We are excited to be able to enhance our current CPE offerings with the addition of self-study training from Surgent CPE. This bundle of courses provides a way for NACVA members to expand their training into the fields of ethics, accounting, auditing, and taxes. These fields are critical for many of our members, and essential for maintaining their credentials—Surgent CPE is the ideal partner to offer these courses. They are highly-regarded by CPAs, other accounting professionals, and tax practitioners, and bring a wealth of experience in delivering professional education.”

– Parnell Black, CEO, NACVA

To learn more, visit www.NACVA.com/Surgent or call Member/Client Services at (800) 677-2009.

For NASBA-related information on CPE, course timing, faculty, etc., please refer to www.theCTI.com.
## Early Registration Deadlines

### Live Classroom and Live Online Broadcast

Discounts will automatically be applied when registering. Some course dates do not qualify for early registration discounts.

<table>
<thead>
<tr>
<th>Month of Course</th>
<th>Location</th>
<th>10% Discount if registered by:</th>
<th>5% Discount if registered by:</th>
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</thead>
<tbody>
<tr>
<td>June 2018</td>
<td>Las Vegas, NV</td>
<td>Expired</td>
<td>5/31/18</td>
</tr>
<tr>
<td>July 2018</td>
<td>Washington, DC</td>
<td>5/31/18</td>
<td>6/30/18</td>
</tr>
<tr>
<td>August 2018</td>
<td>San Diego, CA</td>
<td>6/30/18</td>
<td>7/31/18</td>
</tr>
<tr>
<td>September 2018</td>
<td>Ft. Lauderdale, FL</td>
<td>7/31/18</td>
<td>8/31/18</td>
</tr>
<tr>
<td>October 2018</td>
<td>Salt Lake City, UT</td>
<td>7/31/18</td>
<td>8/31/18</td>
</tr>
<tr>
<td>October 2018</td>
<td>Washington, DC</td>
<td>8/31/18</td>
<td>9/30/18</td>
</tr>
<tr>
<td>October/November 2018</td>
<td>Chicago, IL</td>
<td>8/31/18</td>
<td>9/30/18</td>
</tr>
<tr>
<td>November 2018</td>
<td>San Diego, CA</td>
<td>9/30/18</td>
<td>10/31/18</td>
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<tr>
<td>December 2018</td>
<td>Ft. Lauderdale, FL</td>
<td>9/30/18</td>
<td>10/31/18</td>
</tr>
<tr>
<td>January/February 2019</td>
<td>Salt Lake City, UT</td>
<td>11/30/18</td>
<td>12/31/18</td>
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<tr>
<td>May 2019</td>
<td>Chicago, IL</td>
<td>2/28/19</td>
<td>3/31/19</td>
</tr>
</tbody>
</table>

### Live Online Webinar

Purchase any live online webinar the month prior and receive a 10% discount in addition to member discount. Discount date is calculated based on the start date of the webinar week. Discounts will automatically be applied when registering.

## #NACVANation

Let’s Get Connected!

Social media is an essential part of doing business today and for building your online brand.

Connect with and follow us to stay informed, and to share, co-create, discuss, and exchange information.

- [LinkedIn.com/company/NACVA](https://www.linkedin.com/company/NACVA)
- [Twitter.com/NACVA](https://twitter.com/NACVA)
- [YouTube.com/CTI2020](https://www.youtube.com/CTI2020)
- [Instagram.com/NACVA_CTI](https://www.instagram.com/NACVA_CTI)
NACVA Membership and Certifications

The National Association of Certified Valuators and Analysts® (NACVA®) supports the users of business and intangible asset valuation services and financial litigation services, including damages determinations of all kinds and fraud detection and prevention by offering three credentials. NACVA offers the Certified Valuation Analyst® (CVA®) business valuation certification, the only business valuation designation accredited by the National Commission for Certifying Agencies® (NCCA®), the accreditation body of the Institute for Credentialing Excellence™ (ICE™). NACVA also offers the Accredited in Business Appraisal Review™ (ABAR™) credential, the valuation profession’s only credential certifying competence in the review of business appraisal reports. Through its Financial Forensics Institute™, NACVA offers the Master Analyst in Financial Forensics® (MAFF®) designation to train practitioners in all facets of financial forensics and litigation consulting.

In conjunction with other partners, the Consultants’ Training Institute® (CTI®) offers training programs which lead to obtaining the Certified Exit Planning Advisor (CEPA) credential sponsored by the Exit Planning Institute™ (EPI).

Types of Individual NACVA Membership

Membership in NACVA is open to anyone with an interest in the various disciplines we support—we have over 100 different services, products, and training programs. The six types of individual NACVA membership are designed to serve six levels of need: one for the general public; one for those interested in obtaining a designation (Practitioner Member); one for those not pursuing a designation, but wanting to take advantage of all the benefits of membership (Professional Member); one for those working in government employment (Government Employee Member); one for those who fall into the category of Professional Membership as well as the staff of Practitioner and Professional Members (Affiliate Member) (these members receive the same benefits as Practitioner and Professional Members except for the ability to become certified or receive Association subscription publications); one for the full-time academicians interested in the benefits, services (including certification), and ideologies of the Association (Academician Member); one for full-time enrollees in an accredited college or university (Student Member); one for attorneys and others practicing in the field of law (Legal Professional Member).

Fees for individual membership are listed below. An individual Membership Application and additional information will be sent immediately upon request or placement of an order. Visit the NACVA website: www.NACVA.com. Membership fees are non-refundable, may not be transferred, and cannot be pro-rated.

| Individual Membership Type | Annual Fee  
|---------------------------|------------ 
| Practitioner              | $535       
| Professional              | $245       
| Government Employee       | $165       
| Affiliate                 | $165       
| Academician               | $245       
| Student                   | $135       
| Legal Professional        | $135       

Ultimate Membership is also available. See page 41 for details.

Consultants’ Training Institute® (CTI®) Administrative Information

NASBA SPONSORSHIP:
The CTI is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: www.nasbaregistry.org.

HOTEL ACCOMMODATIONS:
The CTI has negotiated and blocked accommodations at each CTI location (rooming blocks are limited). Hotel rooms are based on availability. Your registration confirmation will include details for lodging and other specifics, including event time schedule, modes of transportation, eating establishments, prerequisites (when applicable), etc. If your registration falls close to the date of the scheduled event, call CTI for hotel information.

SEMINAR CANCELLATIONS:
Cancellations received in writing two weeks prior to the first day of the training event will be eligible for a prompt refund. A $100 administration fee will be charged for all live training event cancellations when a refund is requested. A $150 administration fee will be charged for the NACVA and the CTI’s Annual Consultants’ Conference cancellations when a refund is requested. Credit requests for all live training event cancellations are not subject to an administration fee. Training may be rescheduled up to three times with no charge. Trainsings rescheduled more than three times will be subject to a $75 rescheduling fee. If requesting a refund, any credit vouchers and/or Pacesetter Points applied to the original purchase will be forfeited. Cancellations received less than two weeks prior to the first day of the scheduled event (and no-shows) will be issued a credit for the amount paid, which may be used toward a CTI seminar, conference, study course, or product sold by NACVA/CTI. Cancellation and no-show credit requests must be received no later than 90 days after an event. Any credit vouchers and/or Pacesetter Points applied to the original purchase will be added back to the purchaser’s account for future use. Credits expire five years from the date issued. There are no exceptions to this policy.

COMPLAINTS AND REFUNDS:
No refunds will be given for airfares on a CTI event that is canceled for any reason. However, if an individual does not request a refund of training fees for the canceled event, electing to apply his or her fee to a subsequent offering of the event, we will issue a refund of 200 percent of the airline change fee for one airline only, to travel to and from the subsequent offering of the event, not to exceed $300 (proof of the expense for the airline change fee must be provided). Where airfare change fee refunds are given, no refund for the canceled event will subsequently be given for any reason, and the funds retained by CTI may only be used/applied towards a subsequent CTI training event. Membership dues are non-refundable, may not be transferred, and cannot be pro-rated. For information regarding administrative policies such as complaints and refunds, call Member/Client Services: (800) 677-2009.

INSTRUCTOR CHANGES:
The CTI reserves the right to change instructors at any time should circumstances dictate. Our policy is to screen potential instructors carefully, ensuring that each one chosen possesses substantial field experience as well as a teaching or presenting background. All instructors are evaluated by our participants, and future teaching assignments are made based upon these evaluations. From time to time, the CTI will introduce a new instructor to co-teach a course, but our policy is always to carefully pre-screen them and, where feasible, gradually integrate new instructors so you are assured of receiving the best instruction in the country in each discipline taught. Obviously, we cannot guarantee that every participant will be totally satisfied with every presenter, but every effort is made to ensure the competence of each instructor. Under no circumstances, however, can CTI refund course fees should a participant be dissatisfied with his or her instructor.

PROGRAM MATERIALS:
All courses are paperless. Attendees will be provided a link to course material that will be used during the course, so attendees will need a laptop with Internet access. The CTI will provide electric power and Internet access, but will not provide laptops. Attendees are encouraged to bring their own mobile wireless modem or hotspot device.

For NASBA-related information on CPE, course timing, faculty, etc., please refer to www.theCTI.com.
The Profession's Leading Authority in Valuation Data, Research, and Support

Through its five web-based annual subscription packages, KeyValueData® offers Internet-based access to thousands of dollars in essential valuation data, research, and tools—all for a single, low annual subscription fee.*

### Purchase a Database à la Carte or Bundle and Save

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<tr>
<th>A LA CARTE PRICE</th>
<th>Single-user / Yearly</th>
<th>Single-user / Monthly</th>
<th>Multi-user / Yearly</th>
<th>Multi-user / Monthly</th>
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<tr>
<td>IBA Market Data (Downloads Per Year)</td>
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<td>BIZCOMPS® (Downloads Per Year)</td>
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<td>IRS Corporate Ratios</td>
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<td>RMA Valuation Edition (Includes 10 Years of RMA Data)</td>
<td>$925</td>
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<td>Duff &amp; Phelps Cost of Capital Navigator</td>
<td>$689</td>
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<td>Pluris DLOM Database™</td>
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<td>DoneDeals®</td>
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<td>Mergerstat Review Premiums and Discounts</td>
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<td>Guideline Public Company Database (Downloads Per Year)</td>
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<td>National Economic Reports (Monthly and Quarterly Reports)</td>
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<td>Valuation Reports Library</td>
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<tr>
<td>Around the Valuation World * (AVW) (Monthly) Additional Fee for CPE Credit†</td>
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<td>Archived Industry and Metro Reports (1,000+ Reports)</td>
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<td>Business Valuation Articles (5,500+ Articles)</td>
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<td>Federal &amp; State Law Cases (2,000+ Cases)</td>
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**TOTAL BUNDLE VALUE‡**

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<th>Multi-user / Yearly</th>
<th>Multi-user / Monthly</th>
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<tr>
<td>$845</td>
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<td>$1,609</td>
<td>$2,855</td>
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### Actual Bundle Costs

**FREE with NACVA membership**

### Bundle Add-Ons (Additional Fee Required)

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<th>First Research Unlimited</th>
<th>Yearly / Monthly</th>
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<th>$1,099 / $100</th>
<th>$1,044 / $95</th>
<th>$990 / $90</th>
<th>$935 / $85</th>
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<td>Unlimited CPE On-Demand Webinars</td>
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<td>$795 / $72</td>
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<td>Surgeon CPE: NASBA Qualified Self-Study Courses</td>
<td>Yearly / Monthly</td>
<td>$240 / $20</td>
<td>$240 / $20</td>
<td>$240 / $20</td>
<td>$240 / $20</td>
<td>$240 / $20</td>
</tr>
</tbody>
</table>

* See website for details, conditions, and upgrading to unlimited BIZCOMPS. EconAssist is free with NACVA membership.
† To receive CPE for attending this course, which awards bonus points for NACVA's recertification, there is an additional annual cost of $225.
‡ Bundle value is a composition based on established retail prices if purchased separately, what competitors charge for the data/service if we do not sell it separately, and estimates of what we would charge on data not found elsewhere if we did sell the data separately.
§ Requires annual commitment.
# Titanium multi-user contains a two-user license for the Duff & Phelps Cost of Capital Navigator. Additional users must be added in the shopping cart.

KeyValueData
(800) 246-2488 | www.KeyValueData.com | info@KeyValueData.com

Call Member/Client Services at (800) 677-2009 or visit theCTI.com.
To simplify your professional development, we are excited to introduce the **Ultimate Training and Membership Subscription** where, for a flat monthly fee, NACVA members have available to them a new membership level to receive **unlimited CPE with zero added or hidden costs**. Designed to allow you to **precisely budget** your annual CPE expense and **obtain 100%** of your CPE from NACVA/CTI. In addition, the subscription fee covers your annual membership dues and tri-annual recertification fees. Options available for both single- and multi-users. All subscription options require a one-year commitment.

**For $335 per month (for first user) you receive these benefits:**

- Paid Practitioner membership dues
- Paid recertification fees
- Unlimited complimentary registration to all our **live training** events
- Complimentary registration to all our conferences, including the Annual Consultants’ Conference and Industry Specialty SuperConferences
- Unlimited complimentary registration to all **live webinars**
- Unlimited access to our **CPE On-Demand** library of over 600 webinars
- Complimentary **self-study materials** in an electronic format (nominal expense for hard copies)
- Access to all other **paid CPE resources**, including *The Value Examiner®* and *QuickRead®* quizzes, etc.
- Access to training in a variety of **fields of study** (registered with the National Association of State Boards of Accountancy) to meet your NACVA and other credential requirements, including your CPA license
- Surgent CPE: **NASBA qualified self-study** courses to meet the needs of every CPA, tax practitioner, and financial professional. Select courses are available 24/7 in a variety of fields of study covering ethics, accounting, auditing, and taxes.

To sign up for the **Ultimate Training and Membership Subscription**, and address any questions, visit [www.NACVA.com/Ultimate](http://www.NACVA.com/Ultimate), or contact Member/Client Services at (800) 677-2009.

---

**Add to your Ultimate Training and Membership Subscription:**

- **Ultimate KeyValueData® Titanium Subscription**—$240 per month for first user (access to 21 separate databases, reports, libraries, and presentations)
- **Ultimate Software Subscription**—$90 per month for first user (licenses to five valuation and report writing software packages, plus technical support)

---

**Want it all?**

Choose the **Ultimate Triple Play Subscription** to receive everything included in all three other subscriptions, plus Damages Advocate calculation software. This subscription gives you access to everything we offer. Available for $615 per month for the first user.

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