



NACVA SUPPORT GROUP APPLICATION

Application and Qualifications for Specialized Groups/Teams and Committees

As you might imagine, there are many ways members can be involved with NACVA. If you are interested in taking part in our growth and development or merely obtaining qualified referral services from Headquarters (HQ), simply complete the following Application. We depend on the participation of members like you for growth and expansion of services and benefits to our members.

I am interested in participating in the following area(s): *See pages 4-7 for a brief description of each Support Group or Committee.*

(CHECK ALL THAT APPLY)

- Training Team (TT)
- Mentor Support Group (MSG)
- Speakers Bureau (SB)*
- Writers' Guild (WG)*
- Pro-Bono Group (PBG)*
- Committees (*Indicate up to two Committees*)
 - Annual Conference
 - Course Review
 - CVA Exam Grading Team

* To sign up for **Speakers Bureau, Writers' Guild, and/or Pro-Bono Group**, you must do so **online** at www.NACVA.com. Click on **Member Login**; enter your **Email Address** and **Password**. Once in My Profile, under **Membership Resources**, Select **Committees & Boards**. Or you can go to the Practice Support Headquarters website to obtain and submit this Application.

- Leadership Think Tank
- Practice/Business Development
- Legislative Action
- State Chapter

ALL APPLICANTS COMPLETE THIS SECTION: (PLEASE PRINT)

Date: _____

Name: _____ Website: _____

Firm/Company Name: _____

Address: _____

City: _____ State: _____ ZIP: _____

Tel: _____ Fax: _____ E-mail: _____

1. Years of experience in business valuation services: < 1 2-4 5-7 8-10 11+
2. Years of experience in litigation support services: < 1 2-4 5-7 8-10 11+
3. Years of experience in financial forensics services: < 1 2-4 5-7 8-10 11+
4. Do you have a NACVA credential? Yes No If yes, which one(s)? CVA MAFF ABAR
 - 4a. If you are a CPA, how many years' experience? < 5 6-10 11-15 16-20 21+
5. Approximate number of valuations in which you have been involved in your career: < 20 21-40 41-70
 71-100 101-200 201+
6. Have you attended NACVA's CVA Business Valuation Training Center? Yes No If yes, when? _____
7. Do you have prior teaching and presentation experience? Yes No
8. Describe the extent of your experience: _____

9. We request all applicants include their *curriculum vitae* (CV) and a business photograph with this application, and any other support material deemed relevant. Check if CV is included: Yes No Check if photo is included: Yes No

E-MAIL or FAX APPLICATION TO:

NACVA • 5217 South State Street • Suite 400 • Salt Lake City, UT 84107-4812 • Fax: (801) 486-7500

ONLY TT APPLICANTS NEED TO COMPLETE #'s 10-13

10. List up to five PowerPoint presentations on Business Valuation, Financial Forensics, Litigation, Fraud Prevention & Detection, Estate Planning, and/or Consulting/Business Enhancement related topics you have given in the last two years.

	<u>PRESENTATION TITLE</u>	<u>WHERE/TO WHOM PRESENTED</u>	<u>LENGTH (# hrs/days)</u>	<u>DATE Developed</u>
1.	_____	_____	_____	_____
2.	_____	_____	_____	_____
3.	_____	_____	_____	_____
4.	_____	_____	_____	_____
5.	_____	_____	_____	_____

11. Are you interested in **Presenting** a 1–2 hour conference or webinar presentation for NACVA? Yes No
 If yes, describe any prior experience giving presentations: _____

12. Do you speak/read/write a foreign language? Yes No If yes, what language(s): _____

13. The following is a list of topics (courses) currently or recently being taught/developed by NACVA; please **indicate up to eight topics which you feel most qualified presenting and/or developing/authoring**. In addition, *or* if there are no topics (courses) listed below that you are interested in, you can list at the top of the following page up to **three topics** you would be interested in presenting and/or developing/authoring. To help us understand the depth of the subject matter, indicate the approximate length of time you could easily devote to presenting on the topic listed. Insert letter(s) below:

- P** = Present/Teach
- D** = Develop Course (*Developing involves creating a course from scratch.*)
- A** = Author on Topic (*Authoring involves updating an existing course or contributing to the development of a new one.*)

VALUATION THEORY & TECHNIQUES

- ____ ASC 350, 360, 718, 805, and 820*
- ____ Applying Market/Guideline Method
- ____ Build-up Methods
- ____ Business Valuation—Fundamentals
- ____ Business Valuation—Advanced
- ____ Cap/Disc Rates/Cost of Capital
- ____ Corporate Valuation: Theory/Application
- ____ Current Update in Valuations (CUV)
- ____ Discounts & Premiums
- ____ Family Owned Businesses
- ____ Levels of Value
- ____ Normalizing/Projecting Earnings
- ____ Report Writing for Business Valuation
- ____ Valuation Methods
- ____ Valuing Intangible Assets & IP
- ____ Other (list): _____

SPECIAL APPLICATIONS

- ____ Case Law
- ____ ESOP Valuations/Applications
- ____ Mergers & Acquisitions—Fundamentals
- ____ Mergers & Acquisitions—Advanced
- ____ Transaction Advisory Services
- ____ Valuation for Bankruptcy/Restructuring
- ____ Valuation Issues—Eminent Domain
- ____ Valuation Issues—Natural Disasters
- ____ Valuing Auto Dealerships
- ____ Valuing Banks/Financial Institutions
- ____ Valuing CPA Firms
- ____ Valuing Compensation Arrangements
- ____ Valuing Construction Companies
- ____ Valuing Distressed Companies
- ____ Valuing Dotcom Companies
- ____ Valuing Economic Compensation
- ____ Valuing Family Limited Partnerships (FLP)
- ____ Valuing Food Establishments
- ____ Valuing Insurance Companies
- ____ Valuing Law Firms
- ____ Valuing Manufacturers/Distributors
- ____ Valuing Medical Practices/Medical Institutions
- ____ Valuing Retail Stores
- ____ Valuing Options/Warrants
- ____ Valuing Pass-through Entities
- ____ Valuing Preferred Stock
- ____ Valuing Service Companies
- ____ Valuing Software Companies
- ____ Valuing Trucking Companies
- ____ Other (list): _____

LITIGATION CONSULTING

- ____ Business Damages
- ____ Commercial Damages Law
- ____ Deposition—Theory/Practice
- ____ Dispute Resolution
- ____ Economic Theory & Modeling
- ____ Expert Testimony
- ____ Federal Rules of Evidence
- ____ Intellectual Property—Law
- ____ Intellectual Property—Valuation
- ____ Litigation Consulting
- ____ Matrimonial Litigation
- ____ Mediation Skills
- ____ Negotiation Skills
- ____ Personal Damages
- ____ Report Writing for Litigation
- ____ Statistical Analysis
- ____ Other (list): _____

OTHER CONSULTING AREAS

- ____ Estate Tax—Fundamentals—Advanced
- ____ Estate Tax—Planning
- ____ Sarbanes–Oxley (SOX)
- ____ Other (list): _____

PRACTICE ENHANCEMENT

- ____ Buying/Selling a Business
- ____ Economic & Industry Research
- ____ Healthcare Consulting
- ____ Marketing Services
- ____ Succession (Exit) & Transition Planning
- ____ Valuation Standards & Ethics
- ____ Other (list): _____

FINANCIAL FORENSICS CONSULTING

- ____ Forensic Accounting—Fundamentals
- ____ Forensic Accounting—Advanced
- ____ Fraud—Prev., Detec., & Investigation
- ____ SAS 99
- ____ Other (list): _____

* Replaces: FASB's 142, 144, 123R, 141R, and 157

13. *Continued...*

Topics You Can Present/Teach, Develop, and/or Author Not Listed Previously

Suggested Length

(or—Other Topics You Suggest NACVA Offer)

(# Hours or Days)

1. _____
2. _____
3. _____

ONLY MSG APPLICANTS NEED TO COMPLETE #'s 14-17

AREA(s) of SPECIALIZATION

14. Check up to **TEN** Areas.

Valuation

Valuation Related Specialties:

- Adequacy of Life Insurance
- Allocation of Acquisition Pricing
- ASC 350, 360, 718, 805, and 820*
- Bankruptcy & Foreclosures
- Buy/Sell Agreements
- Charitable Contributions
- Compensation Arrangements
- Employee Stock Ownership Plans (ESOPs)
- Estate & Gift Tax
- Fairness Opinions
- Family Limited Partnerships
- Financial Instruments & Derivatives
- Financing
- Franchise Valuation or Evaluation
- Gifting Programs
- Incentive Stock Option Programs
- Initial Public Offerings (IPOs)

Valuation (continued)

- Intellectual Property
- Lease v. Buy
- Liquidation or Reorganization
- Mergers & Acquisitions
- Purchase/Sale of a Business
- Succession (Exit) Planning
- Other (list): _____

Litigation

Litigation Support & Related Specialties:

- Business, Consumer, or Employee Fraud
- Commercial Damages
- Disruption of Business
- Dissenting Shareholder Actions
- Distressed & Insolvent Businesses
- Divorce
- Economic Loss Analysis
- Eminent Domain
- Intellectual Property

Litigation (continued)

- Mediation & Arbitration
- Partner Disputes
- Pensions, 401(k) Benefits
- Personal Injury
- Receiverships
- Split-ups & Spin-offs
- Wrongful Death
- Wrongful Termination
- Other (list): _____

Financial Forensics

Financial Forensics Related Specialties:

- Financial Forensics
- Fraud Prevention & Detection
- Fraud Investigation
- Other (list): _____

*Replaces: FASB's 142, 144, 123R, 141R, and 157

INDUSTRY SPECIALIZATION(s)

15. List up to **eight Industry Specializations** and their SIC or NAICS Code.

	<u>SIC CODE</u>	<u>NAICS CODE</u>	<u>INDUSTRY</u>
1.	_____	_____	_____
2.	_____	_____	_____
3.	_____	_____	_____
4.	_____	_____	_____
5.	_____	_____	_____
6.	_____	_____	_____
7.	_____	_____	_____
8.	_____	_____	_____

16. Would you be willing to act as a **Mentor** to provide support to newly credentialed members? Yes No

The purpose of this program is to assign Mentors to individuals requesting support.

16a. If yes, how many individuals can we assign to you per year? 2 4 6 Other _____

16b. If yes, which of the following credentialed members would you be willing to Mentor?

- CVAs
- MAFFs
- ABARs

17. **BVM Pro User Mentor Program**—I am familiar with BVM Pro well enough to Mentor users of both the software and in Excel and am willing to do so.

DESCRIPTION OF NACVA SUPPORT GROUPS

Training Team (TT)

The Training Team is open to NACVA members (preferably certified) and some non-members with substantial experience and/or specialization. TT members should have experience providing business valuation, litigation and/or financial forensics services, and related consulting as well as teaching. These requirements are not mandatory as we periodically offer unrelated courses and we have found that some of our best instructors had little or no prior teaching experience. The TT's role is to develop and instruct NACVA's courses offered through the Consultants' Training Institute (CTI). Each course has a team of instructors responsible for its development and execution. Instructors and developers receive a compensation package along with a variety of other benefits.

Mentor Support Group (MSG)

The Mentor Support Group is open to credentialed NACVA members with five or more years experience providing business valuation, financial forensics, litigation support, and/or fraud consulting, and related services. This program was established to extend mentoring support to our membership. MSG Mentors may charge a consulting fee to the member requesting services, with a minimum fee for each call fielded requiring a substantial amount of time, though we encourage that they not charge for nominal support. Nominal is defined as less than two hours. MSG Mentors often receive referrals as HQ and members refer business within this group.

Pro-Bono Group (PBG)

In 2016, NACVA will launch its new Pro-Bono program. This program has been created in response to increasing needs and requests from non-profit organizations, economically limited businesses and individuals seeking professional financial, valuation, legal, and forensic services. The program will enable credentialed members to broaden their professional profiles by participating with legal counsel in matters typically handled on a pro-bono basis. The clients to whom these services will be offered include non-profits, charitable organizations, and emerging businesses in economically challenged communities. For members who are less experienced, participation in the PBG will be facilitated by partnering with a more experienced member who will serve as a mentor. NACVA will actively promote this new Group, being the first of its kind in our disciplines, seeing it as an opportunity to gain national exposure and reach out to the legal community with a service of support desperately needed and desired. Applicants must complete a directory profile and submit a CV, as these will be tools used in our promotions. NACVA's Litigation Forensics Board (LFB) must first approve your selection for Group participation.

Speakers Bureau (SB)

The Speakers Bureau is a group of members and non-members who are interested in presenting at NACVA conferences and webinars, making special presentations for our State Chapters, and for other accounting, legal, and various professional organizations. A compensation package is provided to those speakers we utilize.

Writers' Guild (WG)

The Writers' Guild was created to help members attain both local and national exposure. It is comprised of members who are interested in furthering their careers by authoring articles, essays, case studies, and white papers in their areas of interest/expertise. In addition to authoring articles for our many Association publications, NACVA's public relations staff have created a nationwide network of editors and publishers from the business, accounting, legal, and finance industry's top publications—both consumer and trade—with whom ongoing contact is maintained; either pitching story ideas or probing their needs for stories. Once a story/topic idea/need has been identified, a Guild member who has expressed an experience/interest in the topic will be contacted to discuss the project and author the article. NACVA encourages Guild members to mention NACVA and/or their NACVA credentials where appropriate in the articles with which we help facilitate publication.

NACVA Committees

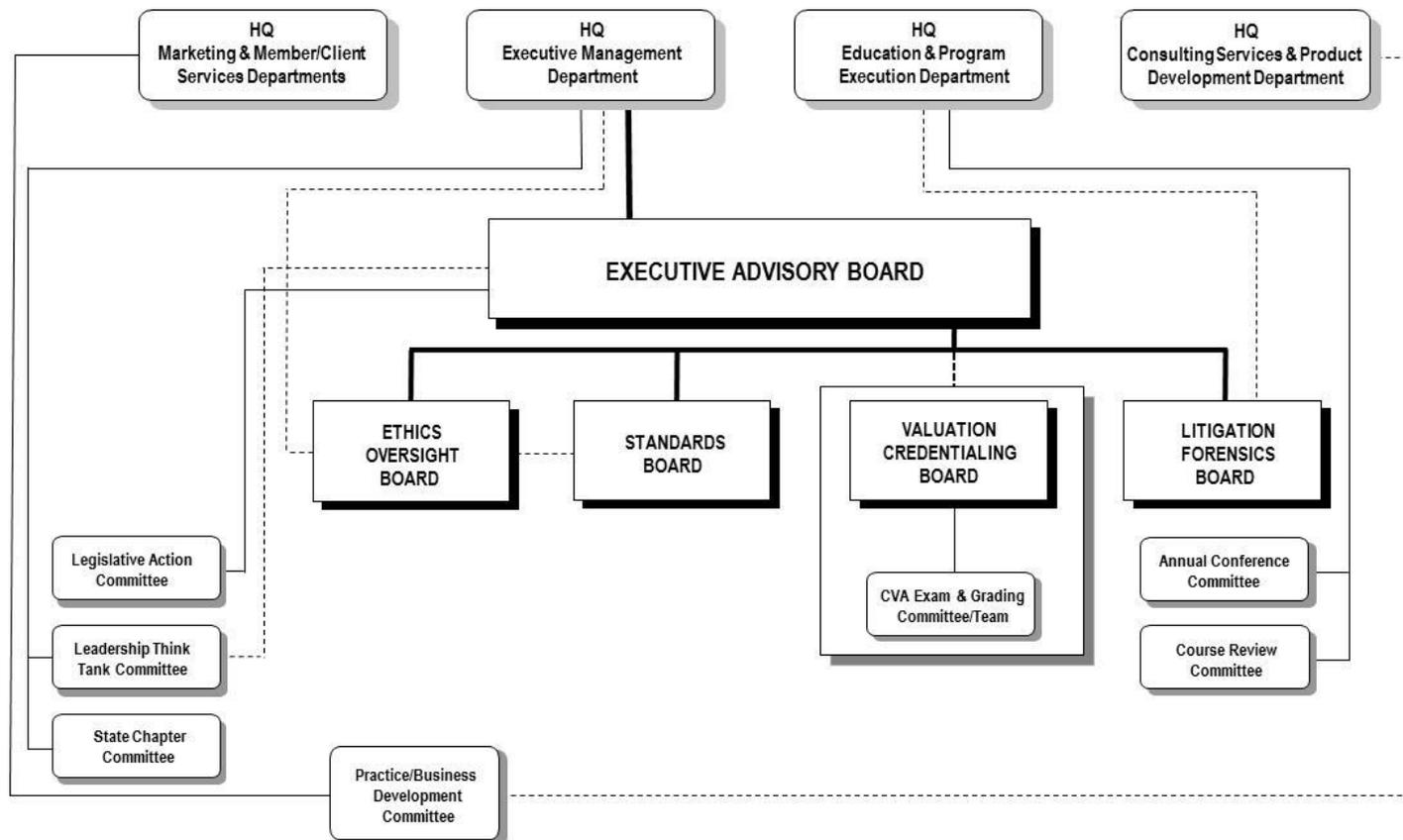
The Committees offer one of the best opportunities for members to participate in the decision-making process and contribute to the development of the Association. Committee positions are reaffirmed annually or each time the Committee is called upon for its support. This reaffirmation allows members to come and go from the Committee as their time permits and keeps the Committee vital with a constant rotation of members offering varying levels of support. Members can sit on multiple Committees and with some of them, for as long as they wish. Committee participation can open up new financial opportunities for members, depending on level of involvement. Some Committees also offer opportunities to gain local or national recognition. Of the Committees listed, indicate your top preferences on the Application, but preferably no more than two because we do not want to over-tax your time. You will find more information on the Committees on the following pages.



NACVA's Certified Valuation Analyst® (CVA®) designation is the only valuation credential accredited by the National Commission for Certifying Agencies® (NCCA®), the accreditation body of the Institute for Credentialing Excellence™ (ICE™).

A description of each Committee, its area of responsibility, to whom it reports, and its purpose is found below and on the following pages.

NACVA COMMITTEES



The information below outlines the General Parameters within which all Committees should operate, followed by descriptions of each Committee's Role and Purpose.

GENERAL PARAMETERS

- 1) The number of Committee members may be limited by the Executive Advisory Board (EAB) if, in its opinion, the Committee size needs to be restricted to help it function more efficiently.
- 2) Headquarters (HQ) will assign Committee Chairs.
- 3) Each Committee will receive at least one assignment per year from either HQ or the Board to which they report (Overseeing Board).
- 4) A liaison from HQ and/or the Committee's Overseeing Board will be assigned each year to help facilitate Committee activity.
- 5) Committee Chairs, assignments, and liaisons will be communicated from HQ each year to all Committee members.
- 6) Committee rosters will be updated annually and forwarded to Committee Chairs.
- 7) Committee Chairs will have the responsibility to initiate and coordinate phone conferences with members as deemed necessary to accomplish assignments for the year or given a period of time in which assignments need to be completed.
- 8) HQ will set up and pay for the phone conferences. Committee Chairs need to coordinate these meetings through HQ.

A contact person from HQ is assigned to each Committee. The contact person will schedule the conference call with NACVA's conferencing center; however, the Committee Chairs are responsible for sending documentation to members, i.e., date and time, agenda, minutes from previous meeting, other support materials, etc.
- 9) Committee participation is voluntary and unpaid. Members may note their participation on their *curriculum vitae* (CV) and will, from time-to-time, receive special acknowledgement in the *Association News*.
- 10) Committee decisions, recommendations, and initiatives can be made by a majority of those present at a meeting. Quorums are not applicable. NACVA's goal with the Committees is to elicit constructive, well thought out, deliberated ideas and suggestions from the membership. The Committee structure provides an avenue in which this type of input is possible.

ROLE AND PURPOSE

Annual Conference Committee (ACC)

The Annual Conference Committee's purpose is to help NACVA HQ plan, develop, and execute its May/June conference. The Committee can establish subcommittees as needed and has the responsibility of refining program agendas, identifying and securing presenters, assigning moderators, and recruiting attendance through State Chapter support; all of which must be done in a timeframe determined by HQ. HQ handles all the financial arrangements including determining locations, meeting facility negotiations and contracts, as well as presenter commitments and travel. HQ also markets and promotes the conference, but participating members of the Committee are recognized for organizing the event. The ACC reports to HQ.

Course Review Committee (CRC)

The Course Review Committee has the responsibility of reviewing NACVA's substantial curriculum. Its members work under the direction of NACVA's HQ oversight team to follow established criteria in evaluating curriculum content, completeness, accuracy, topical emphasis, formatting, and, where practical, observe the presentation to provide comment and feedback on the quality, flow, and cohesiveness of the presentation. The position is not compensated, but Reviewers receive free training materials and Continuing Professional Education (CPE) credit upon request. Reviewers' names are sometimes listed in the front of the course materials depending on the nature of the review. This can be added to the Reviewer's curriculum vitae. The number of Committee members is not restricted as NACVA has many courses to review, will have multiple Reviewers review the same course, and will continue to add more courses in the future. Also, courses need to be re-reviewed as updates and rewrites occur. This review will assure our curriculum reflects current theory, practice, and industry applications. The CRC reports to HQ.

CVA Exam and Grading Committee/Team (EGCT)

The CVA Exam and Grading Committee/Team is a group open to NACVA members who are credentialed by NACVA with five or more years' experience providing business valuation services. They have the responsibility for reviewing and grading the business valuation Case Studies or demonstration reports submitted to HQ for peer review and assessing if candidates meet NACVA's Experience Threshold prior to NACVA awarding its CVA designation. HQ administers the entire process. The purpose of the EGCT is to maintain the integrity of grading for the peer review process and provide input to HQ and the Valuation Credentialing Board (VCB) on ways to improve, modify, strengthen, streamline, validate, and monitor the process. The EGCT's scope expands to include making recommendations on grading procedures, answer keys, and the quality of questions on a periodic basis. Its members also have the charge to help contribute and/or review questions and answers in NACVA's Q&A database and assess exam content for proportional balance in addressing topics as provided for in NACVA's Business Valuation Body of Knowledge. The Committee's fundamental purpose is to provide added assurance our examination and grading processes are of the highest integrity.

EGCT members who grade Case Studies receive a fee for their services. The EGCT reports to the VCB and HQ.

Leadership Think Tank (LTT)

NACVA is a global leader in supporting the providers and users of business valuation and financial forensics services. It is the Think Tank's strategic purpose and mission to keep NACVA on the cutting edge of thought leadership in these disciplines. The Think Tank will communicate with professionals within the industry and with the ultimate users of these services in such a way as to foster the thought leadership initiative.

NACVA has developed a Think Tank to identify ways to advance industry knowledge that enlightens practitioners of these services. This knowledge can be of a theoretical or practical nature, providing greater support and value to experienced practitioners.

Advanced knowledge can be acquired through research, professional dialogue, surveys, and analytical studies. The results of the Think Tank will be communicated in the form of industry reports, white papers, or in a series of articles or other board-approved communicative efforts. The information presented should be newsworthy and supplemented with other board-approved communications to the press.

Beginning in 2016, the Leadership Think Tank (LTT) has taken on a new structure to expand and diversify its team, narrow its focus, and strengthen team participation and support. In doing so, the following changes have been implemented:

1. Participation is open to our entire membership. You merely need to apply via letter or e-mail. The EAB, however, will prequalify applicants and establish the final composition of the Team.
2. The LTT will hold an annual one- to two-day face-to-face meeting where ideas will be explored, debated, and defined with action steps outlined, assignments given, and deadlines established. At the meeting, a follow-up call schedule will be determined and set, and to which everyone will be committed. The meeting will occur concurrent to NACVA/CTI's Annual Consultants' Conference.
The LTT chair will coordinate with and manage over team members in the execution of their assignments, but carry no actual assignments. The chairperson will be selected by the team members, but must be approved by the EAB.
3. Projects will run in one-year cycles, meaning if a project is expected to take more than a year, it should be scaled back or parsed into smaller pieces.
4. Each year the LTT will be reformed with a new solicitation to members. Existing team members may remain, but terms for participation will be limited to three years. The EAB has the option to extend a term up to three more years.
5. Due to the high cost associated with holding face-to-face meetings, team members must pay for their own airfare, but NACVA will pay for lodging, meeting expenses, breakfast, lunch, and dinner while the meeting is in progress.

6. NACVA will recruit new members to the team in the fall/winter each year, and hold our annual meeting in the second quarter of the following year.
7. Two or more EAB members will be assigned as liaisons, participate in the face-to-face, and on periodic phone calls.

The LTT reports to HQ and the EAB.

Legislative Action Committee (LAC)

The Legislative Action Committee is a leadership body that through research and monitoring activity, provides insights, guidance, and expertise for all matters related to regulations from the government (at the state and federal level) and from those imposed by bodies who are influential within the disciplines we support. The Committee supports the EAB by setting priorities and making policy direction recommendations on how to handle issues that affect the Association. And by being proactive in recognizing critical issues in the changing business valuation and financial forensics industry, as well as identifying opportunities to develop and promote Association action and involvement.

Regulatory and influential organizations to watch include:

- U.S. Securities Exchange Commission (SEC)
- Internal Revenue Service (IRS)
- U.S. Small Business Administration
- Financial Accounting Standards Board (FASB)
- Department of Labor
- Public Company Accounting Oversight Board (PCAOB)
- Appraisal Foundation
- American Institute of Certified Public Accountants (AICPA)
- American Society of Appraisers (ASA)
- International Valuation Standards Council (IVSC)

Priorities will be further defined with assistance of the Committee once it is formed and as it evolves. This will include:

- Discovering regulating policy changes during conception and prior to implementation;
- Identifying legislation/regulation to the parties who have the ability to impact business valuation and financial forensics industry policy;
- Presenting discoveries to the NACVA Boards in a timely fashion with accurate and complete data;
- Advising on strategy to ensure that imposed changes and rules do not adversely impact the Association or its practitioners;
- Fostering recognition as experts in business valuation and financial forensics, on a state and federal level; and

- Contributing high value research and content to the Association and to the industry in the form of alerts, articles, whitepapers, and training.

The LAC reports to the EAB.

Practice/Business Development Committee (PDC)

The Practice/Business Development Committee was formed to pool together members' thoughts, ideas, and wish lists on how NACVA can better support its members in all regards. Discussion should focus on the evolving and changing needs of today's business consultant with a view to anticipating the needs of the future. The scope of the Committee is broad in that nothing is outside the realm of discussion. This includes practice succession/continuation planning support to our retiring or near retirement membership by devising plans and ways this can be effectuated by those in small or solo practices. Committee members can and should discuss needs pertaining to technology, staff development, client issues, marketing, reengineering, outsourcing, value-added services, time management, insurance, and anything else that impacts the Committee members' own business development where possible solutions (even remote) may be found. The Committee may be asked to evaluate NACVA products (which sometimes includes beta testing) providing ideas and suggestions to NACVA HQ for improvement. Members need to be current on all NACVA products, services, support, and benefit programs, as well as those of other organizations in the community. Many HQ initiatives coming from Committee recommendations will be utilized to help NACVA build its service offerings to members and their firms. The PDC reports to HQ.

State Chapters Committee (SCC)

The State Chapters Committee's primary purpose is to support NACVA's State Chapters throughout the U.S. This can include strengthening relationships with State CPA Societies, Bar Associations, and other local professional groups. The Committee, of which any member can belong, is supported by Chapter Presidents, the latter of whom are required to participate. From the Committee comes communications, ideas, and agendas for local programs. The Committee also coordinates intrastate activities, facilitates communications between Chapter Presidents, and helps identify NACVA members willing to pledge their support. HQ looks to the Committee to suggest ways to enhance, improve, build, and expand NACVA's public relations efforts. This includes advertising campaigns, joint conferences with affiliated organizations, and identifying contacts and sources to help build NACVA's local and national prominence. The SCC reports to HQ.

NACVA

National Association of Certified Valuers and Analysts

5217 South State Street • Suite 400 • Salt Lake City, UT 84107

Tel: (801) 486-0600 • Fax: (801) 486-7500 • Internet: www.NACVA.com