



2012 ANNUAL CONSULTANTS' CONFERENCE

JUNE 20 — 23, 2012 ★ DALLAS OMNI HOTEL

A photograph of three black horses running across a grassy field under a blue sky with light clouds. The horses are captured in motion, with their legs extended and manes slightly blowing. They are wearing dark halvers with gold-colored buckles.

FOCUS. GROW. THRIVE.



FOCUS. GROW. THRIVE.

THE SUPERCONFERENCE OF 2012

Focus. Grow. Thrive.

The SuperConference of 2012 will serve as a forum where ideas, marketplaces, and people from around the globe intersect to expand their networks, explore concepts, and share ideas on how to meet the demands of this dynamic and unpredictable economy. Sessions presented by the leaders and visionaries within the financial consulting industries will provide the focus to grow your practice so you can thrive in the new economy.

Conference Partners and Sponsors

National Association of Certified Valuators and Analysts (NACVA), American Institute for Expert Witness Education (AIEWE), Exit Planning Institute (EPI), Financial Forensics Academy (FFA), Financial Forensics Institute (FFI), Institute of Business Appraisers (IBA), International Association of Consultants, Valuators and Analysts (IACVA), and Middle Market Investment Banking Association (MMIBA).

Exhibitor Raffle

Each year our conference exhibitors provide thousands of dollars worth of prizes for our raffle, which will be held at the reception Friday, June 22 from 5:40 to 6:30pm.



Industry Masters **Emerging Leaders**

2012 Annual Consultants' Conference Presenters

CONSULTING SPECIALTIES

James Catty, MA, CA*, CPA, CFA, CBV, CFE
Corporate Valuation Services

Robert Cimasi, MHA, ASA, MCBA, AVA,
CM&AA
Health Capital Consultants, LLC

Brandi L. Ruffalo, MBA, AVA, CBA
The Business Development Company

Mark Zyla, CPA, ABV, CFA, ASA
Acuitas, Inc.

EXIT/SUCCESSION PLANNING

Tom Griffiths, CPA, ABV, CFP, PFS
Griffiths, Dreher & Evans, PS

Richard Jackim, JD, MBA, CEPA
Exit Planning Institute, LLC

Scott Miller, CPA, ABV, CVA, CMAP
Enterprise Services, Inc.

Joan Ridley, CFP, CEPA, CBI
Business Wealth Solutions, LLC

FAMILY LAW LITIGATION

Karen Kaseno, CPA, CVA, CFFA, CFE, ABV/CFP
The Kaseno CPA Firm

Randy Kessler, JD
Kessler & Solomiany LLC

Frank Rosillo, CPA, ABV, ABAR, BVAL, CBA,
CVA, CFE, CFF
The Valuations & Forensics Advisory LLC

FORENSIC ACCOUNTING

Darrell D. Dorrell, ASA, CPA/ABV, MBA, CVA,
CMA, DABFA
financialforensics*

Greg Gadawski, CPA/ABV, CVA, CFE
financialforensics*

Pam Mantone, CPA, CFF, CITP, CFE, FCPA
Joseph Decosimo and Company PLLC

David Wall, JD, CPA, CFE
EP Forensic & Valuation Services LLP

INDUSTRY KEYNOTES

Mel Abraham, CPA, CVA, ABV, ASA
Mel Abraham, CPA, CVA, ABV, ASA

Melissa Bizyak, CPA/ABV, CVA
Grossman Yanak & Ford LLP

William Cousins, III
Meadows, Collier, Reed, Cousins, Crouch &
Ungerman

Robert Grossman, CPA/ABV, CVA, ASA, MST, CBA
Grossman Yanak & Ford LLP

Mark Hanson, CPA/ABV, CVA
Schenck SC

James Hitchner, CPA, CFF, ASA
Financial Valuation Advisors, Inc.

Mark Kucik, CPA, CVA, CM&AA
The Kucik Valuation Group

Susan M. Kurzweil, CPA, ASA
Internal Revenue Service

Mark Nigrini, Ph.D.
The College of New Jersey

Honorable Jim Nussle
The Nussle Group

Shannon Pratt, CFA, FASA, MCBA, MCBC,
CM&AA
Shannon Pratt Valuations

Dennis Roberts, CPA, CVA, ABV, CMAP
The McLean Group, LLC

Mark Walker, CFA, CBA
University of Mississippi

LITIGATION CONSULTING

Jeffrey D. Diamond, JD

Randy Harvey, Ph.D., JD, MS, BS
Bassinger & Harvey, Attorneys at Law

Michael Kaplan, CPA, ABV, CVA, CFFA
Kaplan Abraham Burkert & Co.

James Koerber, CPA, ABV, CFE, CVA, CFE
The Koerber Company, PA

John Marcus, MBA, CPA, ABV, CVA, CFFA
Marcus Hastings & Associates

Richard Ress, CFE, CFS
Richard A. Ress & Associates LLC

MERGERS AND ACQUISITIONS

Enrique Brito, MBA, CFA, AVA, CM&AA,
CMAP
The McLean Group

Meredith Pilaro, CPA
Argy, Wiltse & Robinson, PC

Dennis Roberts, CPA, CVA, ABV, CMAP
The McLean Group

Andrew Sherman, Esq., CMAP
Jones Day

PRACTICE MANAGEMENT

Rod Burkert, CPA, ABV, CVA
Burkert Valuation Advisors LLC

Benjamin Chou, MSM
Personable, Inc.

David Fein, MBA
ValuSource LLC

Michelle Golden, CPF
Golden Practices

Dave Miles, CPA, CVA
ValuSource LLC

VALUATION FORUM

Mel Abraham, CPA, CVA, ABV, ASA
Mel Abraham, CPA, CVA, ABV, ASA

Peter Agrapides, MBA, AVA
Western Valuation Advisors

Marc Bello, CPA/ABV, CVA, CFFA, CFP
Edelstein & Company LLP

Kweku Boison, MS, CPA, CSBA, CMEA
Valuation and Assets Services LLC

Mike Costello, CPA/ABV, CFP, CFE, ASA
Decosimo Advisory Services

Michael Gregory, AVA, ASA, MBA
Michael Gregory Consulting LLC

Robert Grossman, CPA/ABV, CVA, ASA, MST, CBA
Grossman, Yanak & Ford

Mark Hanson, CPA/ABV, CVA
Schenck SC

James Harrington
Duff and Phelps

John Harris, ASA, MCBC, AM&AA
NEBB Institute

Mark Kucik, CPA, CVA, CM&AA
The Kucik Valuation Group

Andrew Malec, Ph.D.
Gordon Advisors PC

Lawrence Ranallo, CPA, ABV
PricewaterhouseCoopers LLP

Ron Rudich, CPA, ABV, CFP, MST, CBA,
ABAR, BVAL, CVA, CM&AA, CMEA
Gorfine, Schiller & Gardyn PA

Gary Schurman, MBE, CFA, CPA, ABV
Applied Business Economics

Garth Tebay, CPA, CVA, CM&AA, CFFA
Value Defined

Frank Wisheart, MBA, CPA, ABV, CFE, CVA
Schneider Downs

Presenter biographies may be found online at:
www.theCTIblog.com



Dallas

LIVE LARGE. THINK BIG.



Founded in 1839 on the three forks of the Trinity River, Dallas was settled as a trading post for American Indians and western settlers. The railroad arrived in the mid-1870s, propelling Dallas into a thriving business town and market center. An influx of French, German, Swiss, and English immigrants—highly skilled and cultured—gave Dallas a cosmopolitan air unmatched on the frontier.



Dallas is now a major city in the American South, the third-largest city in Texas, and the ninth-largest in the United States. The city's economy is primarily based on banking, commerce, telecommunications, computer technology, energy, healthcare and medical research, transportation, and logistics. Dallas is also home to the third-largest concentration of Fortune 500 companies in the nation.

There are more than 12 entertainment districts within a short distance of downtown, each offering its own mixture of arts, culture, shopping, dining, and fun: Dallas Arts District, Fair Park, Deep Ellum, Main Street, Greenville Avenue, Knox-Henderson, Uptown, West Village, West End, Oaklawn, Mockingbird Station, and the Bishop Arts District. Complimentary round-trip transportation to several of downtown Dallas' entertainment districts will be provided each evening of the conference.



Spouses and Guests

Invite your spouse/guest to attend the conference networking functions, including continental breakfasts, AM and PM breaks, luncheons, and receptions each day (\$195 per person).



Dallas **Omni Hotel**

The Dallas Omni Hotel, in the center of the revitalized downtown Dallas, is close to restaurants, shops, entertainment, and more! The hotel opened its doors in November 2011, showcasing richly appointed guest rooms, a contemporary reflective glass exterior, and innovative guest amenities. Owned by the City of Dallas, the hotel features 1,001 guest rooms, including 67 luxury suites and three presidential suites. The Dallas Omni Hotel is built to meet the U.S. Green Building Council LEED Silver Certification standards, placing it on the forefront of environmental awareness and conservation in the city.

Omni Hotels is the first hotel company to offer our guests both iPhone and Blackberry mobile applications. Our mobile apps on both platforms offer you the full functionality of our HTML website, including hotel search, mobile reservations, mobile room check-in, and access to your loyalty account and profile.

Book your reservations today!

Conference Rate: \$179 (Single/Double +Tax) Expires: May 29, 2012
Call: (214) 744-OMNI (6664) Group Code: NACV
555 S Lamar, Dallas TX 75202



Travel **Services**

Relax! Let NACVA/IBA Travel Services remove the stress and handle your arrangements for Dallas. They're good at it—they've been doing it for over 30 years. NACVA/IBA Travel Services is dedicated to finding the very best combination of service and convenience available at any given time. They'll save you time and, because they know the ins and outs of the travel business, will often be able to save you money.

Call: Sue Ellen (800) 355-3644

Industry Keynotes

Sponsored by the National Association of Certified Valuers and Analysts

Thursday, June 21

8:15–9:55am A Trillion Here and a Trillion There —Opening Keynote Address (Honorable Jim Nussle)

A trillion here and a trillion there, and pretty soon you're talking about real money! The original famous quote is attributed to U.S. Senate Minority Leader Everett Dirksen back in 1960 in Des Moines, Iowa when he said "a million here and a million there..." It's always been about real money—your money.

But the way some in Washington speak about our important and challenging fiscal predicament, you might think they were speaking a foreign language or deliberately trying to confuse. With our nation's leaders from both parties unable to construct a federal budget for the past three years, annual deficits climbing to more than a trillion dollars, and our



Honorable
Jim Nussle

national debt now greater than our entire economy at 15 trillion dollars, gaining perspective, context, and clarity on our nation's fiscal matters is paramount. Nussle was the Director of the Office of Management and Budget (OMB) in the administration of President George W. Bush. He has federal budget experience from both ends of Pennsylvania Avenue at the highest levels of our government and will provide you that fiscal perspective in a way you will understand and, even better, be able to explain to clients and colleagues. He will put the national challenges in context so you can make more informed analysis about future policy decisions and will provide candor and clarity to the often frustrating and confusing political processes of Washington.



10:15–11:55am The IRS. The Valuator. The Tax Attorney. Perspectives and Guidance on Navigating through Valuation Engagements (Melissa Bizyak, William Cousins, III, Robert Grossman, Sue Kurzweil)

For those practicing before the Internal Revenue Service, do not miss this session in which Robert J. Grossman (The Valuator) and William R. Cousins III, (Prominent Dallas Tax Attorney) share a panel discussion with Susan Kurzweil (IRS National Business Valuation Issue Coordinator) to address a number of the current and troubling issues facing the profession from three different perspectives. Moderated by Melissa Bizyak,

expect to hear commentary on the definition of fair market value, the applicability and proper determination of discounts for lack of marketability, the status of the S-corporation valuation and tax affecting, valuation issues relating to the determination of the built-in gain on assets under Internal Revenue Code Section 1374, family limited partnerships, and professional responsibilities in preparing business valuations for submission to the service as part of any income, estate and gift, or other tax strategy.



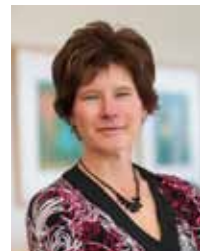
Melissa Bizyak



William Cousins, III



Robert Grossman



Sue Kurzweil

10:15–11:55am Relevance, Reliability, and the Company-Specific Risk Premium (Mark Walker)

2012 Dr. Rosemarie O. (RO) Smith Academic Research Grant Presentation

Dr. Walker's presentation compares the Butler-Pinkerton Model (BPM), the Build-Up Method, and the Adjusted Capital Asset Pricing Model (A-CAPM). He evaluates the reliability of each model by considering the four desirable properties of estimators: unbiased, efficiency, minimum mean-square error, and consistency. Dr. Walker illustrates a procedure for testing whether historical beta is a good estimator of future beta. He concludes that the Build-Up and A-CAPM models are likely to have lower potential error than the BPM. Walker is an Associate Professor of Finance at the University of Mississippi and serves as a member of the Board of Trustees for the Financial Executives Research Foundation.



Mark Walker

Industry Keynotes

Sponsored by the National Association of Certified Valuators and Analysts

Friday, June 22

8:15–9:55am Possibility and Entrepreneurship: Keys to Building a Seven Figure Practice

—Closing Keynote Address (Mel Abraham)

The valuation and consulting niche is still one of the fastest growing niches in the financial profession. Given the current state of our economy, our ability to provide visionary guidance to businesses and business owners is paramount. This program will touch on what it takes to build, expand, and grow a profitable, thriving, and impactful practice. Topics also to be discussed include marketing and market penetration, fees and engagement considerations, and controls and systems. This is an introductory presentation meant to touch on the key areas of practice development and to create the appropriate paradigm shift for positioning practitioners to create a \$1,000,000 practice. It is based upon the very same system that the presenter has used to build two separate practices but has been modified to use today's technological tools in order to build it more effectively, efficiently, and economically. Abraham is the author of *The Entrepreneur's Solution: Getting the Mind-Set & Mechanics of a Millionaire* and founder of Business Breakthrough Academy. He is regularly sought after for consulting and valuation engagements around the country such as family limited partnerships, co-tenant interest valuations, and operating businesses as well as various entities.



Mel Abraham

10:15–11:55am Unifying Industry Standards—Bringing Everyone to the Table

(Mark Hanson, Jim Hitchner, Mark Kucik, Shannon Pratt)

Recent developments within professional organizations are moving toward the harmonization of industry standards. Senior representatives from the valuation industry will discuss the standards impacting the profession, procedural versus standards, competency, and economic production.



Mark Hanson



Jim Hitchner



Mark Kucik



Shannon Pratt

10:15–11:55am Benford's Law: A Review, Relevant Findings, and Recent Applications (Mark Nigrini)

Frank Benford, a physicist, discovered that there were predictable patterns to the frequencies of the digits in tabulated data. Amazingly, the digits are not equally likely and there is a remarkable and reliable bias towards the lower digits. This informative and mildly entertaining session will describe the foundations of Benford's Law and its place in forensic analytics. Recent applications related to bankruptcy filings, creditor claims, financial statement numbers, and Madoff's numbers will be discussed. Mark Nigrini is a professor at the College of New Jersey where he teaches accounting and forensic accounting courses.



Mark Nigrini

10:15–11:55am An M&A Primer: The Essentials of Deal Making (Dennis Roberts)

This session will address a number of valuable basics, such as how the process really works and what to do and what not to do. Also discussed will be the different types of M&A deals, the current landscape for M&A, and the critical documents in M&A. The presentation will also answer the following questions: Who are the buyers and their types? How and why do they need to be treated quite differently? Who are the sellers and their types? How and why do they need to be treated quite differently? In addition, the different roles of the various advisors will be discussed, and much more.



Dennis Roberts

Case Analysis **in Person (CAP)**

Wednesday, June 20 (Additional registration fee: \$195 for members and non-members.)

6:30–8:15am Credentialed members are required to periodically comply with NACVA's recertification requirements, one of which is Knowledge of Quality Issues (KQI). One option for fulfilling this requirement is the Case Analysis in Person (CAP) program. CAP allows six to ten participants to review, discuss, and analyze in a roundtable format a sanitized business valuation report sent to participants two to three weeks prior to the session. The session offers two hours of CPE and review of pre-read material is required.



Pre-Conference Symposium Current Update **in Valuations (CUV)**

Sponsored by the National Association of Certified Valuators and Analysts and the Institute of Business Appraisers

Wednesday, June 20 (Additional registration fee: Members: \$450/Non-Members: \$500/Early Registration Discounts do not apply. NACVA's CVA and AVA recertification requirement, Knowledge of Current Developments [KCD], is generally obtained by taking all sessions in this full-day Pre-Conference Symposium. All 9 hours must be attended to receive recertification credit for the [KCD] requirement.)



8:15–9:55am **Appraisal Penalties, Practice Management, Daubert Challenges, and IRS Issues** (Mark Hanson, Mark Kucik, Lawrence Ranallo)

This session will cover updates to professional and industry standards. It will discuss changes in the IRS position when challenging valuation reports and valutors regarding accuracy-related penalties and 4477 and 4485 letters. In addition, there will be a discussion of *Daubert* issues when preparing valuation reports and the PWC *Daubert* Study. Recent developments within professional organizations, judicial precedent, and regulations affecting valuations from an efficiency, competency, and economic production perspective will also be discussed.

10:15–11:55am **Is the Size Adjustment Still Valid?** (Marc Bello, James Harrington)

Traditionally, small companies are believed to have higher required rates of return than large companies because small companies are inherently riskier. Possibly the most common adjustment to cost of equity (COE) estimates is the adjustment for "size." In this section, new analysis will be presented that examines the size effect and analyzes whether size is still a predictor of return today. After completing this session, participants will be able to define the size effect in plain English, estimate a size premium, discuss the arguments for and against the size effect's relevance today, and explain how size premia change over time.

12:55–1:50pm **Normalizing Adjustments** (Garth Tebay)

This session will concentrate on the challenges valutors face in normalizing financial statements and recent court decisions regarding normalized adjustments. It will address where the industry is heading in providing support for compensation, other normalized adjustments, and enterprise vs. personal goodwill. It will also include why valutors should consider the existence/value of personal goodwill on every engagement. Finally, the presentation will address how state courts are treating enterprise goodwill, personal goodwill, and the "double dip" in marital dissolution matters.

2:05–3:45pm **Discounts and Premiums** (Rod Burkert, Robert Grossman)

The focus of the session will be an overview of the current status of fair value measurements within both the accounting and valuation professions. It will include a brief description of the history of fair value, the trends over the recent years, particularly as applied during the economic downturn, and where both professions seem to be heading with fair value measurements. If the IRS Discount for Lack of Marketability Job Aid showed us anything, it's that discounts are still at the top of their mind. So hit this session to learn best practices and apply the latest facts, studies, and models that will properly support your discount.

4:00–5:40pm **Federal and State Case Law Update** (Mel Abraham, Peter Agrapides)

Federal Tax Valuation can be a complex process for professionals as well as their clients. Numerous court cases have given the industry guidance on tax valuation issues and assistance with navigating the numerous minefields. This practical review of court cases and valuation issues deals with various types of clients and situations, providing guidance in resolving valuation issues and maintaining compliance with tax code, regulations, and court decisions. Valutors, CPAs, financial planners, tax planners, attorneys, etc., dealing with wealth-preservation strategies either personally or on behalf of others will benefit from attending this session. State-level valuation case law should be of interest to any practitioner in the litigation support arena.

Valuation Forum

Sponsored by the National Association of Certified Valuators and Analysts and the Institute of Business Appraisers

Thursday, June 21

12:55–1:50pm Using the Weighted Average Cost of Taxation (WACT) to Estimate Pass-Through Entity Value (Frank Wischart)

Since the split decision in *Gross v. Commissioner*, tax-affecting pass-through entities have become a difficult subject matter for business valuation professionals to navigate. This presentation discusses the evolution of tax-affecting before and after the *Gross* decision and proposes an alternative Weighted Average Cost of Taxation (WACT) model for determining appropriate tax rates for use in valuing pass-through entities. The WACT model explores more deeply the composition of the hypothetical willing buyer. Who is this masked person? The presenter will unmask the hypothetical willing buyer through IRS data and explore the trends and tendencies of this enigma through WACT methodology.

2:05–3:45pm Correlation of Cash Flow and Cost of Capital (Marc Bello)

Analyzing the current turbulent economic conditions facing business, it is more important than ever to be able to identify with confidence an acceptable ongoing benefit stream and corresponding rate of return when applying an income approach. This two-hour session is designed to provide insight to practitioners, develop analytical tools, and avoid pitfalls often overlooked when using the income approach. This course brings together effects of normalizing and weighting historical income, looking at projections, and the impact when applying a capitalization or discount rate. Time will be spent determining an appropriate capitalization/discount rate based on decisions made when normalizing the benefit stream. This presentation culminates by summarizing all assumptions investigated during the session with the impact on a conclusion of value.

4:00–5:40pm Avoiding the Pitfalls When Valuing Machinery and Equipment (Kweku Boison, John Harris)

This presentation will be on the need for appraisers, accountants, and auditors to collaborate in order to faithfully represent the values of plant and equipment in the financial statements. It will include the importance of accurate representation of the tangible assets on the balance sheet, appraisers, accountants, and auditors—partners in the financial reporting world—the recent developments in the accounting world, IFRS 13, and the impact on the financial reporting partnership: partners in the tax world and partners in the auditing world.

Friday, June 22

7:00–7:50am How to Work with the IRS—What Business Valuators and Clients Need to Know (Michael Gregory)

The IRS has four different compliance divisions, and each has its own culture. Working with the IRS requires an understanding of the culture, people, and processes. The system is explored as well as the classification process for estate and gift tax returns. Questions addressed include what the IRS is looking for in a report and how to resolve issues if your case is audited. After completing the session, participants will be able to differentiate the four major compliance divisions of the IRS, articulate the classification process of estate and gift tax returns, improve reports for IRS purposes, and employ techniques to resolve issues with the IRS or others.

12:55–1:50pm The Basics of Monte Carlo Simulation (Andrew Malec, Gary Schurman)

Monte Carlo Simulation is a helpful tool to valuation analysts that is often misunderstood and underutilized. In this presentation, the presenters will demystify MCS by going through several simple simulations, discuss the benefits of using MCS, and discuss how to use it in scenario analysis. The objective of the presentation is to introduce the topic very simplistically as well as to provide a detailed handout and Excel spreadsheet (no third-party software required) with which the attendee can review/replicate post-conference.

2:05–3:45pm The Layman's Use of Regression Analysis for Business Valuation (Ron Rudich)

This presentation will demonstrate the techniques and usefulness of regression with the use of Excel to assist the valuation professional in determining the enterprise equity value and whether the metrics are obtained from an asset or stock market transactional purchase/sale.

4:00–5:40pm Ethics and Standards Considerations for Forensic and Valuation Services (Mike Costello)

Ethical behavior has been center stage in the news in recent years. Names we have become familiar with include WorldCom, Tyco, HealthSouth, and Bernie Madoff. These business scandals could have been avoided if ethical decisions had been made (as Dr. Stephen Covey has stated) “in the moment of choice.” As a financial expert, Mr. Costello has faced a number of ethics and standards issues over many years of serving as a financial expert witness. He will discuss some of these situations and give an overview of the standards that apply to forensic and valuation services.



Practice Management

Wednesday, June 20

7:00–7:50am **How to Automate Data Entry for Financial Statements** (Benjamin Chou)

Are you still entering transactions by hand? Leverage technology to automate data entry directly into Excel. In seconds, paper files—bank and credit card statements, payroll reports, vendor invoices, and more—are accurately entered and ready to be analyzed. Discover new ways to expand your practice by adding or improving the efficiency in your services. Alternatives to hiring outside contractors will be discussed as well as how to manage fluctuating workload. Additionally, Personable will show you how implementing this technology can save you over 90% in data entry time.



Thursday, June 21

7:00–7:50am **How to Automate Data Entry for Financial Statements** (Benjamin Chou)
(See above)

7:00–7:50am **ValuSource’s Business Valuation Software, Data, and Reporting Solutions** (David Fein, Dave Miles)

See why thousands of valuation and financial analysts use ValuSource software and databases (downloads to Excel, too) in their valuation practice. This session will provide an overview of the software, data, and reporting solutions offered by ValuSource. This overview includes BVM Pro and the Business Valuation Report Writer and the must-have valuation databases, including Pluris DLOM Database, RMA Valuation Edition, DoneDeals, IBA Market Data, Public Company Data, IRS Corporate Ratios, and the *National Economic Review*. After completing the session, participants will be able to identify solutions to many of the challenges presented by business valuation, including software, reporting solutions, and must-have databases.

Friday, June 22

7:00–7:50am **ValuSource’s Business Valuation Software, Data, and Reporting Solutions** (David Fein, Dave Miles)
(See above)

Post-Conference Symposium Practice Management

Saturday, June 23 (Included in conference registration.)

8:15–3:45pm **Practice Management—Strategies that Make a Difference**

(Rod Burkert, Michelle Golden)

Rise and shine for the Saturday track on Business Valuation, Forensic, and Litigation Services Practice Management. Are you or your firm choosing pursuits based on what you’ve always done? Or what you’ve heard other firms do? Join us to discuss a range of on-point topics that will include social media, report writing, growth, and profitability strategies. Remember, better results require different actions . . . learn them here.



Schedule of Events

Wednesday, June 20, 2012

Time	
6:00–8:30	Continental Breakfast, Registration, and Exhibits
6:30–8:15 2 hours CPE	NACVA Case Analysis in Person (CAP) Roundtables (Pre-Registration Required)
Fields of Study	1 Hr - AC, 1 Hr - SK&A
7:00–7:50 1 hour CPE	How to Automate Data Entry for Financial Statements (Benjamin Chou)
Fields of Study	1 Hr - AC
8:15–5:40	Pre-Conference Symposium Current Update in Valuations (CUV)
8:15–9:55 2 hours CPE	Appraisal Penalties, Practice Management, <i>Daubert</i> Challenges, and IRS Issues (Mark Hanson, Mark Kucik, Lawrence Ranallo)
Fields of Study	1 Hr - BE, 1 Hr - RE
9:55–10:15	Morning Break, Registration, and Exhibits
10:15–11:55 2 hours CPE	Is the Size Adjustment Still Valid? (Marc Bello, James Harrington)
Fields of Study	2 Hrs - SK&A
11:55–12:55	Lunch on Own, Registration, and Exhibits
12:55–1:50 1 hour CPE	Normalizing Adjustments (Garth Tebay)
Fields of Study	1 Hr - AC
1:50–2:05	Afternoon Break and Exhibits
2:05–3:45 2 hours CPE	Discounts and Premiums (Rod Burkert, Robert Grossman)
Fields of Study	2 Hrs - SK&A
3:45–4:00	Mid-Afternoon Break, Registration, and Exhibits
4:00–5:40 2 hours CPE	Federal and State Case Law Update (Mel Abraham, Peter Agrapides)
Fields of Study	1 Hr - AP, 1 Hr - SK&A
5:40–6:30	Opening Reception, Registration, and Exhibits

Participant Cancellations

Cancellations received in writing two weeks prior to the first day of the program will be eligible for a prompt refund less a \$150 administration fee. Cancellations received less than two weeks prior to the first day of the scheduled event will be issued, upon request, a credit voucher, which may be used toward another seminar, symposium, self-study course, software, or other product sold by NACVA/CTI/IBA.

NACVA Course Cancellation Policy

NACVA reserves the right to cancel or replace topics and/or presenters if circumstances require.

Online
Updates:



Thursday, June 21, 2012

Time				
6:30–8:00	Continental Breakfast, Registration, and Exhibits			
Practice Management				
7:00–7:50 1 hour CPE	ValuSource's Business Valuation Software, Data, and Reporting Solutions (David Fein, Dave Miles)	How to Automate Data Entry for Financial Statements (Benjamin Chou)		
Fields of Study	1 Hr - SK&A	1 Hr - AC		
8:00–8:15	Opening Remarks and Welcome Address			
8:15–9:55 2 hours CPE	Opening Keynote A Trillion Here and a Trillion There (Honorable Jim Nussle)			
Fields of Study	1 Hr - AC, 1 Hr - SK&A			
9:55–10:15	Morning Break and Exhibits			
10:15–11:55 2 hours CPE	<i>Dr. Rosemarie O. "RO" Smith Academic Research Grant Presentation</i> Relevance, Reliability, and the Company— Specific Risk Premium (Mark Walker)	The IRS. The Valuator. The Tax Attorney. Perspectives and Guidance on Navigating through Valuation Engagements (Melissa Bizyak, William Cousins, III, Robert Grossman, Sue Kurzweil)		
Fields of Study	2 Hrs - FN	2 Hrs - TX		
11:55–12:55	Conference Luncheon and Exhibits			
Session Tracks	Valuation Forum	Forensic Accounting/Fraud	Mergers & Acquisitions	Family Law Litigation
12:55–1:50 1 hour CPE	Using the Weighted Average Cost of Taxation (WACT) to Estimate Pass-Through Entity Value (Frank Wisehart)	Uniform Fraudulent Transfer Act (UFTA): Recouping Fraud Losses (David Wall)	Are You Doing M&A Legally? Views, History, and Current Status of FINRA/SEC Issues (Dennis Roberts)	Alternatives to Handle Tough Issues in Determination of True Net Income (Karen Kaseno)
Fields of Study	1 Hr - MAS	1 Hr - BL	1 Hr - MAS	1 Hr - SK&A
1:50–2:05	Afternoon Break and Exhibits			
2:05–3:45 2 hours CPE	Correlation of Cash Flow and Cost of Capital (Marc Bello)	Current Update in Forensic Accounting (CUFA) (Darrell Dorrell, Greg Gadawski)	A Lawyer's Role, View and Perspective on M&A Transactions (Andrew Sherman) Deal Financing Strategies: Using Senior and Mezzanine Debt and PEG Sponsors to Get the Deal Done (Enrique Brito)	Report Writing Techniques for the Matrimonial Practitioner (Frank Rosillo)
Fields of Study	1 Hr - AC, 1 Hr - SK&A	2 Hrs - AD	1 Hr - BL, 1 Hr - FN	2 Hrs - SK&A
3:45–4:00	Afternoon Break and Exhibits			
4:00–5:40 2 hours CPE	Avoiding the Pitfalls When Valuing Machinery and Equipment (Kweku Boison, John Harris)	Using Analytics to Detect Fraud (Pam Mantone)	M&A Tax Fundamentals: Understanding the Tax Impact of a Deal on Your Client (Meredith Pilaro)	How to Effectively Market Yourself and Your Firm to Lawyers and Law Firms (Randy Kessler)
Fields of Study	2 Hrs - SK&A	2 Hrs - AD	2 Hrs - TX	2 Hrs - BM&O
5:40–6:30	Networking Reception and Exhibits			

Friday, June 22, 2012

Time				
6:30–8:00	Continental Breakfast, Registration, and Exhibits			
	Practice Management	Valuation Forum		
7:00–7:50 1 hour CPE	ValuSource's Business Valuation Software, Data, and Reporting Solutions (David Fein, Dave Miles)	How to Work with the IRS— What Business Valuators and Clients Need to Know (Mike Gregory)		
Fields of Study	1 Hr - SK&A	1 Hr - TX		
8:00–8:15	Closing Remarks			
8:15–9:55 2 hours CPE	Closing Keynote Possibility and Entrepreneurship— Keys to Building a Seven Figure Practice (Mel Abraham)			
Fields of Study	1 Hr - MK, 1 Hr - PD			
9:55–10:15	Morning Break and Exhibits			
10:15–11:55 2 hours CPE	Unifying Industry Standards— Bringing Everyone to the Table (Mark Hanson, Jim Hitchner, Mark Kucik, Shannon Pratt)	An M&A Primer: The Essentials of Deal Making (Dennis Roberts)	Benford's Law: A Review, Relevant Findings, and Recent Applications (Mark Nigrini)	
Fields of Study	1 Hr - BE, 1 Hr - RE	1 Hr - MAS, 1 Hr - SK&A	2 Hrs - AD	
11:55–12:55	Conference Luncheon and Exhibits			
Session Tracks	Valuation Forum	Litigation Consulting	Exit/Succession Planning	Consulting Specialties
12:55–1:50 1 hour CPE	Basics of Monte Carlo Simulation (Andrew Malec, Gary Schurman)	So, You've been Served a Subpoena! Now What? (Richard Ress)	An Introduction to Exit Planning and the \$10 Trillion Opportunity (Richard Jackim)	Valuation of Intangible Assets in Exempt Hospital Acquisition of Physician Practices (Robert Cimasi)
Fields of Study	1 Hr - SK&A	1 Hr - SK&A	1 Hr - MAS	1 Hr - SK&A
1:50–2:05	Afternoon Break and Exhibits			
2:05–3:45 2 hours CPE	The Layman's Use of Regression Analysis for Business Valuation (Ron Rudich)	Personal Injury and Wrongful Death Damage Calculations: The Good, the Bad, and the Ridiculous (Jim Koerber)	Buyouts: Success for Business Owners, Management, Family Owned Businesses, ESOPs, and M&A (Scott Miller)	Fair Value Measurements: Where Are We Now? (Mark Zyla)
Fields of Study	1 Hr - SK&A, 1 Hr - ST	2 Hrs - EC	1 Hr - FN, 1 Hr - TX	2 Hrs - AC
3:45–4:00	Afternoon Break and Exhibits			
4:00–5:40 2 hours CPE	Ethics and Standards Considerations for Forensic and Valuation Services (Mike Costello)	Managing Mental Movies in the Mind of an Audience (Randy Harvey)	Converting Business Valuation Engagements into Successful Exit and Succession Engagements (Tom Griffiths, Joan Ridley)	The World Is Not Flat! An Overview of What U.S. Valuation Practitioners Need to Know about International Business Valuation (James Catty, Brandi Ruffalo)
Fields of Study	1 Hr - BE, 1 Hr - RE	1 Hr - CM, 1 Hr - PD	1 Hr - BM&O, 1 Hr - FN	1 Hr - FN, 1 Hr - EC
5:40–6:30	Networking Reception and Exhibitor Raffle			

Saturday, June 23, 2012

Time			
7:30–8:30	Registration and Continental Breakfast		
8:15–3:45	Post-Conference Symposium Expert Witnessing	Post-Conference Symposium Practice Management	Proctored Exams*
8:15–9:55	The Truth, The Whole Truth and Nothing But Persuasion™ Surviving the Rigors of the Courtroom (Jeff Diamond, Michael Kaplan, John Marcus)	Practice Management Strategies that Make a Difference (Rod Burkert, Michelle Golden)	Beginning at 8:00am Certified Valuation Analyst (CVA)
9:55–10:15	Morning Break		Accredited Valuation Analyst (AVA)
10:15–11:55	Continued	Continued	Certified Forensic Financial Analyst (CFFA)
11:55–12:55	Lunch Break		
12:55–1:50	Continued	Continued	Chartered Merger and Acquisition Professional (CMAP)
1:50–2:05	Afternoon Break		
2:05–3:45	Continued	Continued	Certified Business Appraiser (CBA)
7 hours CPE			Accredited in Business Appraisal Review (ABAR)
Fields of Study	7 Hrs - SK&A	7 Hrs - SK&A	*Registration for exams on page 23.
3:45	Conference Concludes		

Earn a Total of 38 CPE Hours!

(By attending all sessions Wednesday through Saturday. The Case Analysis in Person and Current Update in Valuations Symposium on June 20 require additional fees. See registration form on page 23 for details.)

NASBA CPE Fields of Study (FoS) Key

AC = Accounting	BE = Behavioral Ethics
ACG = Accounting—Governmental	CM = Communications
AD = Auditing	PD = Personal Development
ADG = Auditing—Governmental	PHR = Personnel/HR
AP = Administrative Practice (Consulting)	CS = Computer Science
SEB = Social Environment of Business	EC = Economics
RE = Regulatory Ethics	MM = Mathematics
BL = Business Law	PRD = Production
BM&O = Business Management and Organization	SK&A = Specialized Knowledge and Applications
FN = Finance	ST = Statistics
MAS = Management Advisory Services	TX = Taxes
MK = Marketing	



The Consultants' Training Institute (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.learningmarket.org.

Consulting **Specialties**

Friday, June 22

12:55–1:50pm Valuation of Intangible Assets in Exempt Hospital Acquisition of Physician Practices (Robert Cimasi)

Within the heightened and ever-changing environment in which exempt hospital transactions take place, and given the severity of regulatory penalties for these entities should they enter into legally impermissible arrangements, it is critical for exempt hospitals acquiring physician practices to obtain a certified opinion stating the specified transaction is both Fair Market Value (FMV) and commercially reasonable in order to meet regulatory Fraud & Abuse thresholds, as well as to withstand scrutiny from the IRS, DOJ, and OIG. The session will specifically address the valuation of intangible assets of a medical practice enterprise being acquired by exempt hospitals as well the appropriate methodology for developing the valuation opinion.



2:05–3:45pm Fair Value Measurements—Where Are We Now? (Mark Zyla)

The focus of the session will be an overview of the current status of fair value measurements both within the accounting and valuation professions. The session will include a brief description of the history of fair value, the trends over the recent years, particularly as applied during the economic downturn, and where both professions seem to be heading with fair value measurements. The presentation will address the current status of fair value measurements within the accounting and valuation professions, the history of fair value in financial reporting, and where fair value measurements appear to be heading.

4:00–5:40pm The World Is Not Flat! An Overview of What U.S. Valuation Practitioners Need to Know about International Business Valuation (James Catty, Brandi Ruffalo)

In 2007, foreign profits represented 50 percent of the profits reported by the S&P 500, and foreign profits are vital to many large and small U.S. businesses. Most U.S.-based valuation professionals have not been exposed to international valuation, but the convergence of the world economy and the continued expansion of the operations of even small companies outside of the U.S. will eventually drive all practitioners to consider aspects of international valuation in their work. The U.S. has well-developed, reasonably efficient legal and taxation systems as well as a huge array of publicly traded securities and numerous databases of actual transactions. The rest of the world is not so fortunate, but the underlying concepts of business valuation are the same the world over. This presentation will deal with the whys, whats, and hows of international valuation and provide U.S. valuation practitioners with a framework through which they can tackle this “foreign” opportunity.

Mergers & Acquisitions

Sponsored by the Middle Market Investment Banking Association

Thursday, June 21

12:55–1:50pm Are You Doing M&A Legally? Views, History, and Current Status of Financial Industry Regulatory Authority (FINRA) and SEC Issues (Dennis Roberts)

If you are practicing or planning to practice M&A advisory services, you need to know this. This session will explore and answer the following issues: What is the connection between the Securities Act of 1933 and M&A? Do you need to be a member of FINRA (SEC licensed) to legally do M&A deals? In some cases, the answer is a definitive “yes” and in others a vague “perhaps.” Can you simply be a finder?

Under what conditions can you do transactions that are asset- as opposed to securities-based? When can fees be shared? What are the possible penalties for non-compliance to both you and your client? What are the ways you can comply? Should you be your own broker dealer? What are the ramifications and costs of that? What is the history of the confusion around this issue for the last decade and for the last several months? Why is this important? Above all: What should you do?

2:05–3:45pm A Lawyer’s Role, View, and Perspective on M&A Transactions and Deal Financing Strategies: Using Senior and Mezzanine Debt and PEG Sponsors to Get the Deal Done (Enrique Brito, Andrew Sherman)

This session will be led by *Mergers and Acquisitions from A to Z* author Andrew J. Sherman, a partner in the M&A department at the global law firm of Jones Day. Sherman will provide an overview of the role of the lawyer in an M&A transaction, the “best practices” for lawyers as problem solvers, and their role in due diligence, negotiation, and deal structuring, as well as provide an overview of the key sections of the LOI and definitive documents. Finally, Sherman will address certain legal and operational challenges in post-closing integration and common post-closing disputes.

4:00–5:40pm M&A Tax Fundamentals: Understanding the Tax Impact of a Deal on Your Client (Meredith Pilaro)

Do you understand the differences between stock and asset purchases? Are you familiar with the Section 338(h)(10) election? The various types of tax-free reorganizations? Section 382 carry forward loss limitations? If you answered “no,” you’re not alone. This session will address the basics on these issues and more. Attendees will leave with a greater understanding of the tax impact of transactions after taking a look at typical deal structures and the tax motivations behind them.



Exit/Succession Planning

Sponsored by the Exit Planning Institute

Friday, June 22

12:55–1:50pm An Introduction to Exit Planning and the \$10 Trillion Opportunity (Rich Jackim)

This presentation will provide a high-level, general introduction to the emerging field of exit planning. It will cover the macro factors driving the need for exit planning, and it will discuss the key factors that need to be included in every successful exit plan. Also addressed will be the various methods for delivering exit planning services.

2:05–3:45pm Buyouts: Success for Business Owners, Management, Family Owned Businesses, ESOPs, and M&A (Scott Miller)

This session will consider the process of successful inside-led buyouts of middle-market, privately held companies. Succession planning is particularly important today because of aging “boomers,” the near certain specter of sharp tax increases by 2013, and tight credit markets. Inside-led buyouts include the sale of the business to a wide range of potential buyers including family members, management and key employees, ESOPs, private equity groups along with management, and other “insider” resources. The best practices that contribute to winning buyouts will be examined and briefly compared with strategies that often destroy the companies that are transitioning to new owners.

4:00–5:40pm Converting Business Valuation Engagements into Successful Exit and Succession Engagements

(Tom Griffiths, Joan Ridley)

Business valuation is the first step in the exit planning process. The presenters will show how practitioners can convert their business valuation engagements into successful exit planning engagements, adding a logical next step to the engagement and increasing revenues. Exit planning is business valuation taken in a planning context and extended to provide for the financial dreams of the business owner. Learn the framework of successful exit planning engagements.



Financial Forensics

Forensic Accounting/Fraud

Sponsored by *financialforensics*® and the *Financial Forensics Academy*

Thursday, June 21

12:55–1:50pm Uniform Fraudulent Transfer Act (UFTA): Recouping Fraud Losses
(David Wall)

The UFTA is a robust and effective legal mechanism, useful in recoupment of fraud-related losses. This presentation introduces fraud professionals to the general purpose and function of the act. Topics addressed in this session include the background of the act, its structure and elements, traditional applications, practical applications in fraud remediation cases, and actual case histories. Often the principal culprits behind a fraud scheme are “judgment-proof” and have disposed of the original cache of illicit funds—by moving the money offshore or otherwise secreting the funds. Conventional wisdom indicates that once the specific stolen property has been whisked away, civil litigation is futile. The UFTA, however, may be used to enable the seizure of the separate personal property and real estate of various family members, assistants, and associates who become instruments of the scheme, often without understanding their own involvement.

2:05–3:45pm Current Update in Forensic Accounting (CUFA) (Darrell Dorrell, Greg Gadawski)

This session will introduce attendees to recently identified and immediately applicable forensic accounting tools and techniques. Each technique will be described, illustrated in a real-life application, and described how to be applied in various assignments. This session will also inform attendees of leading-edge forensic accounting tools and techniques that are immediately applicable to day-to-day practice.

4:00–5:40pm Using Analytics to Detect Fraud (Pamela Mantone)

This presentation uses case studies of three different companies’ financial information where various data analyses and ratios are performed to show visual concepts of differences when financial information contains fraudulent transactions covering different types of frauds committed by employees. One company has accurate financial information that contains no fraudulent transactions so the audience can visually see the comparisons between the other two companies. After attending this session, participants will be able to perform various analytical ratios on financial statements and identify anomalies in trends that might indicate possible fraudulent transactions and/or errors in financial statements.



Financial Forensics

Family Law Litigation

Thursday, June 21

12:55–1:50pm Alternatives to Handling Tough Issues in the Determination of True Net Income (Karen Kaseno)

This presentation includes viewpoints from three forensic accountants in the country relating to tough issues in determining real net income: (1) How to handle S Corporation income, (2) Do we deduct for economic depreciation?, (3) How do we handle capital gains/investment income?, and (4) Personal expense add-basics.

2:05–3:45pm Report Writing Techniques for the Matrimonial Practitioner (Frank Rosillo)

Matrimonial valuation reports have unique aspects that must be addressed in a family law setting. This session will differentiate these issues and examine report writing techniques that can help attendees redesign their valuation reports to a higher level of excellence.

4:00–5:40pm How to Effectively Market Yourself and Your Firm to Lawyers and Law Firms
(Randy Kessler)

Why do some practitioners always seem to get the lucrative engagements and referrals from divorce litigators in domestic relations and family law matters? In this presentation, Randy Kessler, the current Chair of the Family Law Sections of the American Bar Association and the Georgia Bar Association, will tell you exactly how lawyers find experts and what keeps them coming back to the same ones. He will explain and demonstrate the best ways for you to meet and market yourself to divorce litigators. Learn from a divorce litigator who founded and built one of the premier family law firms in the country for high-asset and high-profile family law cases and how to break into that select group of experts who are always used in your community.



Financial Forensics

Litigation Consulting

Sponsored by the American Institute for Expert Witness Education and the Financial Forensics Institute

Friday, June 22

12:55–1:50pm So You Have Been Served a Subpoena! Now What? (Richard Ress)

This presentation will explain the process the government must follow to request, obtain, and serve subpoenas, their enforcement powers, the witness' role, the grand jury process, common mistakes made by witnesses, practical advice to de-stress testifying, and more. Attendees will understand how to interact with law enforcement authorities to significantly minimize the perceived negative impact on themselves, their practice, and/or their client(s). An overview of the criminal justice process is also presented to put the subpoena and grand jury process in proper perspective. Attendees will receive a useful one-page guide summarizing the session highlights.

2:05–3:45pm Personal Injury and Wrongful Death Damage Calculations: The Good, the Bad, and the Ridiculous (James Koerber)

This presentation will provide practitioners with a basis for determining economic damages for personal injury and wrongful death damage calculations. It includes checklists, questionnaires, methodologies, pitfalls, and *Daubert* issues.

4:00–5:40pm Managing Mental Movies in the Mind of an Audience (Randy Harvey)

Public speaking is both art and science. It does no good to be the foremost expert in a field if your audience cannot understand you or cannot stand your speaking style. Presentations must manage the mental movie that plays in the mind of their audience. To do that, a presenter must understand how language constructs impact cognitive processing, or stated another way, "How do I get my message to stick?" This presentation will teach participants to write presentations in their own voice creating messages that stick.



Post-Conference Symposium

Expert Witnessing

Sponsored by the American Institute for Expert Witness Education and the Financial Forensics Institute

Saturday, June 23 (Included in conference registration.)

8:15–3:45pm The Truth, The Whole Truth, and Nothing But Persuasion™—Surviving the Rigors of the Courtroom

(Jeff Diamond, Michael Kaplan, John Marcus)

Expert witness testimony can be a daunting experience even for the most seasoned professionals. Many highly competent professionals, regardless of their experience, find that their opinions are not embraced by the judge or jury primarily due to shortcomings in their communication and persuasive skills. For the past six years, the *Expert Witness Bootcamp* has provided a safe environment for valuation, financial forensics, and other experts to hone their skills as expert witnesses and be ready to deliver compelling testimony. In this session, participants will be submerged in the real-world dynamics of the *Expert Witness Bootcamp* and the courtroom environment.

After attending this symposium, participants will be able to present clear, persuasive, and effective direct testimony, survive grueling cross examination, deliver effective deposition testimony, communicate persuasively with judges and jurors, paint a picture in the mind's eye of the judge and jury, respond to the opinions of the opposing expert, avoid unnecessary "landmines" in the expert's report and file, and avoid the mistakes of inexperience.





2012 Training Schedule

May 7–12 Chicago, IL

Business Valuation Certification and Training Center
Case Analysis in Person (CAP)
Current Update in Valuations (CUV)
Certified Exit Planning Advisor Program
Cornerstones in Financial Forensics

June 18–23 Dallas, TX

Business Valuation Certification and Training Center

June 20–23 Dallas, TX

2012 Annual Consultants' Conference
Current Update in Valuations Pre Conference Symposium
Case Analysis in Person (CAP)

July 16–21 Atlanta, GA

Business Valuation Certification and Training Center
Case Analysis in Person (CAP)
Comprehensive Certified Business Appraiser (CBA) Workshop
Cornerstones in Financial Forensics
Current Update in Valuations (CUV)
Expert Witness Bootcamp
Matrimonial Expert Witness Bootcamp

August 6–11 Denver, CO

Business Valuation Certification and Training Center
Case Analysis in Person (CAP)
Cornerstones in Financial Forensics
Current Update in Valuations (CUV)

August 20–25 Washington, DC

Advanced Valuation: Applications and Models
Business Valuation Certification and Training Center
Business Valuation in Litigation Workshop
Case Analysis in Person (CAP)
Current Update in Valuations (CUV)
ESOP Appraisals
Forensic Accounting Academy
Mergers & Acquisitions Workshop

September 10–15 Boston, MA

Business Valuation Certification and Training Center
Case Analysis in Person (CAP)
Cornerstones in Financial Forensics
Current Update in Valuations (CUV)

October 1–6 San Diego, CA

Advanced Litigation Workshop
Business Valuation Certification and Training Center
Case Analysis in Person (CAP)
Current Update in Valuations (CUV)
Expert Witness Bootcamp
Forensic Accounting Academy
Intermediate Business Valuation Training Center

Litigation Workshop for Bankruptcy Insolvency & Restructuring
Matrimonial Expert Witness Bootcamp
Matrimonial Litigation Support Workshop
Mergers and Acquisitions Workshop
Report Writing: Review and Analysis

October 22–27 Atlanta, GA

Advanced Matrimonial Litigation Support Workshop
Advanced Mergers and Acquisitions Workshop
Advanced Valuation: Applications and Models
Business Appraisal Review Accreditation Workshop (ABAR)
Business Valuation Certification and Training Center
Case Analysis in Person (CAP)
Current Update in Valuations (CUV)
ESOP Appraisals
Forensic Accounting Clinic
Litigation Bootcamp for Financial Experts

October 29–November 3 Chicago, IL

Business and Intellectual Property Damages Workshop
Business Valuation Certification and Training Center
Business Valuation in Litigation Workshop
Case Analysis in Person (CAP)
Comprehensive Certified Business Appraiser (CBA) Workshop
Current Update in Valuations (CUV)
Intermediate Business Valuation Training Center
Valuing Family Limited Partnerships Workshop

November 5–9 Chicago, IL

Certified Exit Planning Advisor Program

November 12–17 Philadelphia, PA

Advanced Matrimonial Litigation Support Workshop
Advanced Mergers and Acquisitions Workshop
Advanced Valuation: Applications and Models
Business Valuation Certification and Training Center
Case Analysis in Person (CAP)
Current Update in Valuations (CUV)
Forensic Accounting Academy
Report Writing: Review and Analysis
Valuing Family Limited Partnerships Workshop

December 3–8 Ft. Lauderdale, FL

Advanced Litigation Workshop
Business Appraisal Review Accreditation Workshop (ABAR)
Business Valuation Certification and Training Center
Case Analysis in Person (CAP)
Cornerstones in Financial Forensics
Comprehensive Certified Business Appraiser (CBA) Workshop
Current Update in Valuations (CUV)
Expert Witness Bootcamp
Healthcare Consulting Workshop
Intermediate Business Valuation Training Center
Litigation Workshop for Bankruptcy Insolvency & Restructuring
Matrimonial Expert Witness Bootcamp
Mergers and Acquisitions Workshop

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December 10–15 Las Vegas, NV

Advanced Mergers and Acquisitions Workshop
Advanced Valuation: Applications and Models
Business and Intellectual Property Damages Workshop
Business Appraisal Review Accreditation Workshop (ABAR)
Business Valuation Certification and Training Center
Case Analysis in Person (CAP)
Comprehensive Certified Business Appraiser (CBA) Workshop
Current Update in Valuations (CUV)
ESOP Appraisals
Forensic Accounting Academy
Forensic Accounting Clinic
Healthcare Consulting Workshop

Litigation Bootcamp for Financial Experts
Matrimonial Litigation Support Workshop
Report Writing: Review and Analysis
Valuing Family Limited Partnerships Workshop

Dates and Locations are subject to change.

For program details visit www.theCTI.com
or call Member Services at **(800) 677-2009**.



“ The attention to detail is what differentiates your conference from others. ”
Ron Seigneur, CPA/ABV, MBA, CVA, ASA
 Seigneur Gustafson LLP—Lakewood, CO

“The access to some leaders in the industry and getting information from them and the ability to discuss topics with peers made the conference valuable. The *Current Update in Valuations* course was interactive and allowed us to cover topics chosen by us and important to us.”
Justin A. Moore, CPA/ABV, CVA
 Stanfield & O’Dell, P.C.—Tulsa, OK

“Lots of very practical guidance. I learned a great deal. This event was far superior to other industry events in that it provided information that could be utilized immediately, versus learning things that might some day be used.”
Michael J. Carter
 Reese Henry and Company—Aspen, CO

“I benefitted from the networking opportunities by finding valuation specialists in my area and vendors who provide good services. The exhibitors: BIZCOMPS, ValuSource, Morningstar, BVR, AICPA, BV Backoffice and Wiley all have tools to make my job easier.”
John Misuraca, CPA
 Avalon Advisors Inc.—Laguna Hills, CA

“The conference always exceeds my expectations. It is the only time that I have the opportunity to re-connect with former students and dear friends.”
John Marcus, MBA, CPA/ABV, CVA, CFFA
 Marcus Hastings & Associates—Metairie, LA

“ What makes the conference most valuable to me is the interaction of professionals from all over the country and very practical but national acclaimed experts that shared their insight. ”
Martin Abo, CPA/ABV, CVA, CFF
 Abo and Company LLC—Mt. Laurel, NJ

“I am the only licensed valuation practitioner in the CPA firm that I work for. It is invaluable to have personal contact with other valuation professionals to ask questions and bounce ideas off of. The quality of education, presenters, and materials all exceeded my expectations.”
Gail L. Smith, CPA, CVA
 Gervais McCannon Tyler & Associates, P.C.—Durango, CO



2012 Annual Consultants' Conference Registration Form

Please complete the information below (Print or Type): Date: _____

Name: _____ Nickname (for Badge): _____ Member #: _____
 Name of Firm, Organization, or Agency: _____
 Address: (include Mail Stop if applicable) _____
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Conference Registration Fees and Discounts:

Conference Registration Fee: Member Price: \$1,215; Non-member Price: \$1,350.....\$ _____
 Early Registration Discounts: Less Early Registration Discount (Applies only if payment is received by applicable date)
 10% if paid by March 31, 2012; 5% if paid by April 30, 2012.....\$< _____ >
 (Entered in drawing to win free conference registration if paid by April 30, 2012)
 NACVA Credit Voucher/IBA Universal bucks Voucher (Please include voucher, maximum of one per person).....\$< _____ >

Additional Registrations: (Additional fees required)

- Case Analysis in Person (CAP) (Wednesday, June 20, 6:30–8:15am) (A convenient way for NACVA credentialed members to fulfill one of three Recertification requirements: 2 hours CPE, Fee: \$195).....\$ _____
- Pre-Conference Symposium**, plus Current Update in Valuations (Wednesday, June 20, 8:15am–5:40pm) (A convenient way For NACVA credentialed members to fulfill one of three Recertification requirements: 9 hours CPE Fee: \$450 for NACVA or IBA members, \$500 for non-members).....\$ _____
- Register me for the following exam (Saturday, June 23, 8:00am) (No charge if previously paid).....\$ _____
 Name of Exam: _____
- To register for Business Valuation Certification and Training Center
 (June 18–23, 2012, please contact Member Services at (800) 677-2009)

Spouse/Guest Fees: Guest(s) Name Badge Information: (Please Print)









\$195 per person (covers food and beverages at continental breakfasts, AM and PM breaks, luncheons, and receptions).....\$ _____
 Name: _____ City: _____ State: _____
 Name: _____ City: _____ State: _____

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 Additional Registration Fees: \$ _____
Total Conference Registration Fees: \$ _____

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<p>Four Ways To Register with NACVA:</p>	 Phone: (800) 677-2009 (801) 486-0600	 Fax: (801) 486-7500	 Mail: 1111 Brickyard Rd, #200 Salt Lake City, UT 84106	 E-mail: nacva1@nacva.com
<p>Four Ways to Register with IBA:</p>	 Phone: (800) 299-4130 (954) 598-1144	 Fax: (866) 353-5406	 Mail: 1111 Brickyard Rd, #200 Salt Lake City, UT 84106	 E-mail: registration@go-iba.org



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