



NACVA

NAME: _____ DATE: _____

NACVA Database Purchase and Automatic Renewal Policy

Each year, working in concert with ValuSource (the developer of NACVA’s proprietary software—*Business Valuation Manager Pro™* [BVM Pro])—we publish annual updates of databases (uploadable to BVM Pro or Microsoft® Excel), helpful and necessary in your valuation analysis, that streamline the process, save considerable time and promote a higher quality work product. To assure that you have the most current data available, we will send you new releases of each database with which you have subscribed the first week it becomes available. You can return any database you wish if you do not want to buy it. However, once the seal on the disk slip-cover has been broken, the disk may not be returned. A credit card on file will be charged or an invoice will accompany the new release, and is due within 30 days.

Members will receive a 10% discount off of the retail price of the initial order. The following discounts off the published retail price are based on your annual databases commitment to future purchases and will be applied in the second year of your renewal agreement.

<u>Annual Retail Value Commitment</u>	<u>Discount*</u>
<input type="checkbox"/> Up to \$749	5%
<input type="checkbox"/> \$750–\$1249	10%
<input type="checkbox"/> \$1250–\$1749	15%
<input type="checkbox"/> Over \$1750	20%

<u>Database Product Name</u>	<u>Retail Price[†]</u>	
	<u>Single User</u>	<u>Multi-User</u>
<input type="checkbox"/> BIZCOMPS®	<input type="checkbox"/> \$465	<input type="checkbox"/> \$745
<input type="checkbox"/> Done Deals (updated quarterly)	<input type="checkbox"/> \$495	<input type="checkbox"/> \$795
<input type="checkbox"/> Duff and Phelps Risk Premium Report PLUS the Risk Premium Analyzer [‡] (download, non-refundable)...	<input type="checkbox"/> \$340	<input type="checkbox"/> \$545
<input type="checkbox"/> Mid-Market Comps (annual publication)	<input type="checkbox"/> \$385	<input type="checkbox"/> \$615
<input type="checkbox"/> Ibbotson Associates: Stocks, Bonds, Bills and Inflation [‡] (Book & CD)	<input type="checkbox"/> \$260	<input type="checkbox"/> \$395
<input type="checkbox"/> Mergerstat Minority Discounts and Control Premiums	<input type="checkbox"/> \$125	<input type="checkbox"/> \$200
<input type="checkbox"/> Mergerstat Public P/E Ratios	<input type="checkbox"/> \$125	<input type="checkbox"/> \$200
<input type="checkbox"/> IRS Corporate Ratios	<input type="checkbox"/> \$225	<input type="checkbox"/> \$360
<input type="checkbox"/> MGMA—Physician’s Compensation & Production Survey [‡]	<input type="checkbox"/> \$735	<input type="checkbox"/> \$1825
<input type="checkbox"/> MGMA—Cost Survey [‡]	<input type="checkbox"/> \$735	<input type="checkbox"/> \$1825
<input type="checkbox"/> Pluris—Discount for Lack of Marketability Discount (DLOM)	call for pricing	
<input type="checkbox"/> RMA Annual Statement Studies™	<input type="checkbox"/> \$465	<input type="checkbox"/> \$745
<input type="checkbox"/> RMA Annual Statement Studies™ Valuation Edition	<input type="checkbox"/> \$665	<input type="checkbox"/> \$1065

Total Retail Amount: \$ _____ \$ _____

* The discount is based on your total annual retail amount commitment, which is determined by adding the totals of the current order being shipped, and your commitment to buy updates you already own.

† Prices are effective April 4, 2011, and are subject to change.

‡ The Ibbotson SBBI Book and CD and the Duff and Phelps Risk Premium Report PLUS Risk Premium Analyzer are not discountable items, but the gross dollars go toward your discount. MGMA databases only qualify for MGMA discount, if you are a MGMA member.