



NACVA Listens and Responds to Its Members Regarding the Recent Partnership Between NACVA and IBA

By Parnell Black, MBA, CPA, CVA
Chief Executive Officer

- 1. How will this affect my membership with the IBA and NACVA?**
Nothing will change from before.
- 2. If I pay my dues to the IBA and then find they have actually been merged with NACVA, will I lose my money for those dues paid to the IBA?**
The two organizations will not be merged.
- 3. Has NACVA and the IBA merged into one entity?**
No.
- 4. Will the IBA's information now be available through NACVA?**
No. Although, NACVA will become a reseller of the IBA's transactions database when it becomes available to the general valuation community in late Fall, 2008.
- 5. How will this transaction impact the Business Valuation community?**
NACVA and the IBA will work together in the spirit of cooperation rather than as competitors.
- 6. Does NACVA now own the IBA?**
No, we are merely one of many owners of the IBA.
- 7. How will this transaction affect my IBA/NACVA membership?**
Nothing will change from before.
- 8. Will the CBA merge with the CVA?**
No.
- 9. Will IBA members be members of NACVA now?**
No, the two organizations will remain independent.
- 10. Will the IBA's training merge with NACVA's training?**
Generally no, however, where two courses have strong overlap, they will be evaluated to see if they should be merged.
- 11. Will the IBA go away?**
Not at all.

- 12. How does that work when the IBA is a non-profit and NACVA is a for-profit?**
It makes no difference in how we work together regardless of organizational structure.
- 13. Will NACVA instructors teach the IBA courses and visa versa?**
If there is a good fit. And already some NACVA instructors teach for IBA and vice-versa.
- 14. Will there be a discount to join the IBA and/or NACVA?**
We may institute some form of reciprocity.
- 15. What about Standards, does this have any affect on them?**
Not at this time, but both the IBA and NACVA have been working for some time under the North American BV Standards Council umbrella to converge our standards.
- 16. Will there be any discounts offered to IBA members to take NACVA courses?**
Yes, and vice versa, the standard 10% member discount.
- 17. How is the co-sponsoring of conferences going to work? Will NACVA make all the decisions?**
The IBA will sponsor one or two tracks at a venue NACVA organizes. NACVA will have minor influence over topics IBA chooses to present, and vice versa, to assure the same topics are not being presented twice by two different presenters and to give the conference the broadest possible coverage.
- 18. What does this mean for NACVA?**
We have a partner instead of a competitor.
- 19. Is NACVA handling training for the IBA now?**
We are overseeing their webinar/telecast series. Currently, that is all.
- 20. Regarding NACVA's "core" program for credentialing CVA/AVAs, will it take a backseat while NACVA helps the IBA focus on marketing its CBA program?**
The IBA will continue to vigorously promote its CBA certification program. NACVA will continue to promote with the same zeal, as it has in the past, its CVA/AVA credentialing program.
- 21. Is the IBA's Transaction Database free to all NACVA Members?**
No. You will need to either purchase a \$445 subscription from NACVA to use the database in all of its capacity, join the IBA, or alternatively, obtain a subscription to KeyValueData where you will have limited access to the database at the basic subscription price of \$295 for NACVA members, and \$380 for non-members.

Please submit any additional questions or concerns to nacva1@nacva.com.

—Q&As Provided by Howard Lewis from the IBA—

BV Wire release: On July 15, 2008, the IBA announced a plan to transfer its assets to a partnership including NACVA, ValuSource, and KeyValueData. Howard Lewis, who spent 33 years with the IRS, including 8 years as the National Program Manager overseeing the Engineering and Valuation programs, took over as Executive Director from Michele Miles. Lewis made the following points in an interview with Business Valuation Resources (BVR).

1. What misconceptions have you heard about this transaction?

Lewis: The number one misconception is that NACVA has acquired and taken over IBA. That is simply not true. There is a fear that IBA will lose its independence—and that NACVA is now going to run the show and make all the decisions. As the new executive director, I have a very clear set of strategic goals and expectations. They all depend on the IBA maintaining its independence, culture, and outstanding history.

2. What are your goals for IBA?

Lewis: First, to develop, continue, and improve on solid communications with IBA membership and its leaders. IBA's leaders include regional governors that represent the IBA across the country. They have the closest contact with members and candidate members in their respective regions. My first goal is to develop and improve relationships and communications with those people. Number two is to take advantage of opportunities that are available with other organizations and stakeholders in our industry that would be beneficial to IBA and others as well [*Editor's note: including BVR. IBA, and BVR are already working together on the IBA Guide to Sample Business Appraisal Reports, and the Summit on DLOM.*] The third goal is to focus on IBA's outstanding strengths, history, and reputation.