

NACVA in the Media

NACVA Value: Stronger than Ever with New Partnerships, Discounts, Services
NACVA Acquires *National Litigation Consultants' Review*
McLean Group/NACVA Study M&A: \$3.3 Trillion in Middle Market
IBA Joint Education Bring Conference in Works, Comps Online
The Consultants' Training Institute Finishes Strong 2008
Judy Wagner, Longtime Member & Instructor, Uncovers Fraud

We've either issued press releases on these events, or you've probably read about them during the six month period leading up to the end of tax season on April 15th.

But did you know that you can get involved, too?

You've worked hard for your NACVA accreditation. Now let it work for you. Right now, we're helping promote NACVA members who are interested in:

- **Writing Top-Quality Articles on Relevant Issues for Prominent Publications**
- **Reaching Local Media About NACVA-related Accomplishments**
- **Speaking at Regional and Even National Events**

Help us Spread the Word

By helping us spread the word about NACVA, and you can become known industry-wide as a subject matter expert—and radically enhance your firm's revenues.

NACVA has a PR department that regularly talks to editors in the trade and business press, and we've helped many members promote their practices and special expertise.

We asked, "Why not you, too?"

Below, you can read a bit more about what we've done recently. If you want to be involved in coming months **Contact Dave Dix**, NACVA Media and Public Relations Officer at (512) 247-1605 or write him at daved1@nacva.com. Tell him the magazines you read. Tell him what issues you'd like to be known as an expert on by others in your profession. Tell him what issues you think NACVA needs to better promote, and that you can be a good spokesperson for.

Dave is now the editor of *Ambassadors' Quickread*, and that helps him keep on top of the most current developments in the Association. He's also spent time developing templates for press releases that NACVA members and state chapters can use to promote themselves and NACVA in their own region: You'll hear more about that this coming quarter.

If you're willing to answer questions, talk to reporters, or author short articles on specific areas of expertise, we want to talk. We can provide counsel on **ideas**, strategies, and

approaches that can build your business, enhance your personal brand, and continue to spread the good word about NACVA products and services. ■

PRESS RELEASES:

- [CTI San Antonio: NACVA Sweeps into Town](#)
Sept 30, 2008
SALT LAKE CITY– September 30, 2008 – The National Association of Certified Valuation Analysts (NACVA), the organization that establishes, builds, protects, and defends business value, announced that its Consultants' Training Institute will arrive in San Antonio, TX, for five days, October 27th through November 1st, bringing a focus on Valuation Theory and Application, a Business Valuation Workshop, and a Litigation Bootcamp.
- [NACVA ACQUIRES NATIONAL LITIGATION CONSULTANTS' REVIEW](#)
November 18, 2008
The National Association of Certified Valuation Analysts (NACVA) Becomes Publisher of the Oldest Professional Newsletter for Testifying Experts
- [CTI SAN DIEGO: FINANCIAL FORENSICS, BV, LITIGATION CONSULTING](#)
December 3, 2008
The National Association for Certified Valuation Analysts (NACVA) Arrives in San Diego 12/8-12/23; *Consultants' Training Institute* Presents Nation's Leading Experts in Business Valuation, Litigation Consulting, and Financial Forensics
- [New Research: \\$3.3 Trillion in M&A, Next 18 Months](#)
Jan 30, 2009
NEW RESEARCH: \$3.3 TRILLION IN M&A, NEXT 18 MONTHS
That's Just the Middle Market: A Tidal Wave of Business Sales is Imminent as Boomers Retire: How Owners Can Build Value, Plan Exits, Protect Growth.
- [NACVA BOLSTERS BV MEMBER BENEFITS](#)
April 8, 2008
Demonstrating its commitment to provide "every ounce of support" for business valuation pros, Association unleashes smorgasbord of services, deep discounts

PUBLISHED ARTICLES:

- ["Stark Changes Require Quality Consumer Service"](#)
By Richard Romero
Physicians Healthcare News
October 2008
- ["Year-end tax planning for your business owner clients" - 05 Nov 2008](#)
By John H. Brown and *Randy S. Williams*, Business Enterprise Institute
AccountingWEB
Nov 5, 2008
- ["RMA Valuation Edition "](#)
By Russ Glazer
Valuation Strategies

January 2009

- ***"Intangible Assets"***
The Valuation Challenge
PEI Manager 's monthly guide to the fair-value approach to private equity portfolio accounting
January, 2009
By Richard Claywell
- ***"Swapping Out"***
The Valuation Challenge
PEI Manager 's monthly guide to the fair-value approach to private equity portfolio accounting
January, 2009
By Susan Mangiero
- ***"The Proper Use of DCF"***
The Valuation Challenge
PEI Manager 's monthly guide to the fair-value approach to private equity portfolio accounting
January, 2009
By Mel Abraham
- ***"Banking on Fraud"***
paBanker: The Official Magazine of the Pennsylvania Banker's Association
By Jim Martin
November/December 2008
- ***"Business Valuation Considerations in Tough Economic Times"***
By Grover Rutter
April 3, 2009
AccountingWeb

ARTICLES PENDING PUBLICATION

A number of contributed articles have been pitched, written, accepted, and are now awaiting publication:

- ***"International Valuation Standards: What They Are, Why They're Important"***
By Bill Hanlin
AccountingWeb
[scheduled for launch of new International Valuation site with AW's UK partner]
June 2009
- ***"Managed Care Negotiation Approaches"***
By Reed Tinsley
Physicians Healthcare News
June 2009

ARTICLES: PITCH ACCEPTED, WRITING UNDERWAY

Other articles have been pitched, scheduled, and are being written right now:

- ***"FASB Changes and Valuation Methodology "***

By Susan Mangiero
PEI Manager: Valuation Challenge
May 2009

- "Capital Calls "
By Susan Mangiero
PEI Manager: Valuation Challenge
August 2009
- "Buy-Sell Agreements: The Key Exit Strategy Component"
By Richard Claywell
Value Examiner
September 2009
- "M&A: Selling Out is Inevitable for Most Physicians -- Here's How to Prepare "
By Reed Tinsley
Physicians Healthcare News
September 2009

NACVA MEMBERS

Many of you have cited your NACVA credentials as you've advanced professionally or begun new practices. Of all the NACVA members in the news in the past six months, however, probably none is more notable than Judy Wagner. She uncovered the greatest financial fraud in New Mexico history:

"Courthouse Caper: Undone by One."

NACVA instructor Judy Wagner recently uncovered a multimillion dollar scam, one of the biggest frauds in New Mexico state history.

MEDIA NOTICE

Our press releases and campaigns have been picked up by dozens of trade magazines, newspapers, business magazines, and blogs. A sample included here:

"NACVA Bolsters BV Member Benefits | Small Business Trends"

Small Business Trends

SALT LAKE CITY (PRESS RELEASE - April 13, 2009) - The National Association of Certified Valuation Analysts (NACVA), the organization that establishes, ...

"Anticipated wealth transfer will create BV opportunities"

BVWire #79-2

April 8, 2009

As Baby Boomers begin to retire they will transfer roughly \$3.3trillion dollars worth ... Analysts (NACVA) and The McLean Group, a global investment bank. ...

"Baby Boomer Businesses Poised for Generational Wealth Transfer ... "

A third of the companies are likely to be passed on to family members, with the rest sold to employees, competitors, or financial investors.

www.njbiz.com/article.asp?aid=77319 - 56k - [Cached](#) - [Similar pages](#) -

NACVA Acquires Litigation Consulting Newsletter

WebCPA, NY - Nov 19, 2008

NACVA chief executive Parnell Black said that NLCR would focus increasingly on the financial forensics disciplines that concern holders of the NACVA ...

[NACVA, IBA's 2009 Annual Conference](#)

Feb 18, 2009 ... NACVA and the IBA's 2009 Annual Consultants' Conference, May 27–30 at the Westin Boston Waterfront is the place to be.

www.usabizmart.com/news/iba-annual-consultants-conference.php - 19k - [Cached](#) - [Similar pages](#) -

[CPAdirectory - The Homepage Of The CPA Profession](#)

National Association of Certified Valuation Analysts (NACVA) ... litigation support, expert witness, or related expertise, attend a free webinar on August 22nd, **2008**. ... **December 8-13 –San Diego**, CA To register for the free webinar, ...

www.cpadirect.net/cpadirectmarketing/nacva.cfm - 32k - [Cached](#) - [Similar pages](#) -

Want to be more involved? We're always looking for folks interested in contributing articles. Call us with your ideas! Daved1@nacva.com; 512.257.1605.