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MIDDLE MARKET INVESTMENT BANKING ASSOCIATION (MMIBA) JOINS WITH NACVA, LAUNCHES WEBSITE TO SUPPORT BOOMING GROWTH

As Boomers Retire, Sell Businesses, the Middle Market Becomes Hot; Lucrative Deals Drive New Demand for Education, Certification, and Networking; Professionals Swarm to Field

SALT LAKE CITY – OCTOBER 16, 2009 – The National Association of Certified Valuation Analysts (NACVA), the organization that establishes, builds, protects, and defends business value, today announced plans to support its growing membership through a partnership with the Middle Market Investment Banking Association ([MMIBA](#)), the organization dedicated to the training, testing, and certification of middle market investment banking professionals.

"The middle market is surging, even as the economy generally remains sluggish," said Dennis J. Roberts, CPA/ABV, CVA, the chairman of MMIBA and also of the well-known investment bank, The McLean Group. "The MMIBA was established in direct response to the growing number of financial professionals who've demanded a dedicated organization focused solely on helping to educate, connect, distinguish, and support practitioners in growing their practices in middle market mergers and acquisitions (M&A) services." MMIBA has partnered with the National Association of Certified Valuation Analysts (NACVA) to provide administrative, back-office, and infrastructure support.

"NACVA has almost two decades of experience providing premier education curricula, conference organization and promotion, and certification credentialing to more than 18,000 financial professionals," said Parnell Black, MBA, CPA, CVA and NACVA CEO, "in areas including business valuation, financial forensics, fraud deterrence, fair value, mergers and acquisitions, exit strategies, and litigation support."

All of MMIBA's education, including its dozens of webinars slated for the next year, will be offered through NACVA's training arm—the Consultants' Training Institute (CTI)—regarded nationwide as the premier training organization for quality, execution, and instruction in areas of niche specialty for business and financial consulting professionals.

Celebrating 18 years of advancing the valuation and financial forensics disciplines.

"A growing consensus in the financial industry sees the current boom in business sales as potentially just the tip of a huge iceberg and the dawn of great opportunity," adds Andrew J. Sherman, a partner in the Washington, D.C. office of Jones Day, and an MMIBA board member. Sherman referenced [a recent study](#) that predicts in the coming 18 months some one million businesses will be sold. (That's up from 50,000 businesses sold in 2001, and 350,000 businesses sold in 2004, according to Federal Reserve Survey findings cited.) "It is conservatively estimated that *some \$3.3 trillion worth of businesses will change hands between 2011 and 2029*," says Sherman. "And that's just businesses owned by Baby Boomers. And just businesses in the middle market.

The middle market, generally defined as businesses with revenues from \$2M to \$500M, generates lucrative fees for investment bankers. Deal fees range from \$200,000 to several million dollars, and the average M&A fee is approximately \$400,000.

Through its Certified Merger and Acquisition Professional (CMAP) program, which includes training and credentialing, the MMIBA accredits financial professionals serving the middle market. The MMIBA website serves as a focal point for professionals, pointing members to upcoming webinars, informing members about classes offered in local areas, and providing coordination, research, news, and other support.

The CMAP accreditation program ensures business owners that any financial professional carrying the CMAP credential has been rigorously trained in a wide range of processes and rules that govern financial deal structures in the middle market.

Upcoming Workshop 2009:

December 7–12 — The W Hotel Downtown, Atlanta, GA

The MMIBA will visit Atlanta in December and will post its full, busy schedule for 2010 by the end of October. CPAs, merger and acquisition consultants, investment and financial analysts, investment bankers, financial officers, CEOs, and CFOs are all encouraged to attend the five-day workshops, which are taught by experienced practitioners under the direction of Roberts. For complete information regarding training dates, registration, pricing, agenda, and other details, visit www.MMIBA.com

About NACVA:

The National Association of Certified Valuation Analysts is a global, professional association that delivers training from the nation's leading experts in consulting fields such as business valuation, financial forensics, litigation support, forensic accounting, business fraud deterrence, detection, and investigation, mergers and acquisitions, business and intellectual property damages, fair value, healthcare consulting, and exit strategies. Along with its training and widely recognized certification

programs, NACVA offers a range of support services, reference materials, software, and customized databases to enhance the professional capabilities and capacities of its members. Headquartered in Salt Lake City, UT, NACVA, through its Consultants' Training Institute, has trained more than 18,000 CPAs, IRS officials, and other financial professionals to date. Visit www.nacva.com.

About MMIBA:

MMIBA is a professional organization dedicated to the training, testing, and certification (through its CMAP credential) of middle market investment banking professionals as well as promoting the profession and its interests to the public, academia, and the appropriate regulatory authorities. Its membership is subject to a strict code of professional ethics and conduct. Visit: www.MMIBA.com