



IACVA Insight

The Rise of IACVA Russia

IACVA is pleased to announce the opening of the CIS (*Commonwealth of Independent States*) affiliate in Moscow, Russia.

William Hanlin, IACVA President, stated that with the signing of this agreement with Igor Artemenkov, President, IACVA Russia & CIS, the globe's largest association of business valuation professionals now trains and certifies CVA's (Certified Valuation

Analysts) in over 47 nations.

Jim Catty, Chairman of IACVA Board of Directors added that there are more than 11,000 associate members around the globe, all trained and certified to the same high level of expertise. Formal regional professional associations have been established in 8 key locations: USA,

Europe, Africa, Taiwan, Korea, China, Middle East, and now the CIS. William Hanlin indicates that two additional regions are within weeks of finalizing the establishment of their regional organizations. He also indicated that recent changes in international accounting standards are driving the interest to a single, consistent, standard of valuation.

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IACVA Kenya Takes-off

Kenya has become the second country in Africa to establish the presence of IACVA after Ghana. The IACVA Kenya Chapter, officially registered in April 2011.

The establishment of the Kenya Chapter is in fulfillment of the expansion drive of IACVA in Africa after 12 six months of discussion between Mr. Bennet Kpentey, President of the Ghana Charter and Mr. Francis Ogotu. Ogotu offered to provide leadership in establishing the Kenyan Chapter after working with Mr. Kpentey through engagements and research on IACVA's mission. Bennet offered pledged the full support of IACVA Headquarters towards the successful establishment of the Chapter.

Mr. Ogotu will lead the Kenya Chapter. He is a strategy and financial consultant with over 15 years of professional experience. He is the founder-director of Cassia Capital Partners Limited, a private equity partnership, providing corporate finance and strategy advisory services.

According to Bennet, finding business valuation professionals with the expertise, capacity, commitment and resources to provide leadership in setting up national charters/chapters in African countries has been a challenge. The decision to work with Ogotu was not just because of his expertise in BV, but also because of his commitment, capacity and network which can be a channel to expand IACVA to several other countries in East and Southern

Africa. Kenya Chapter is strategically located for the expansion of IACVA in Africa in view of the leading role Kenya plays in the East, Central and Southern African (ECASA) regional block, a grouping of some 31 countries. Thus, the Chapter will facilitate access for BV professionals in that region to training, capacity development, standards, body of knowledge, intellectual capital and a global network of professionals until other Charters and Chapters get established on this continent.

International Communication & Cooperation



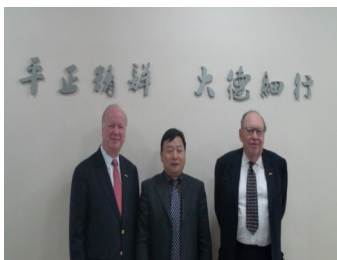
IACVA China Charter conducted a salon on March 30, 2011, which is the first salon activity in China that held in Hong Bin Hall-United China Group.

IACVA President, William A. Hanlin Jr. and Chairman, James P. Catty participated this activity. They patiently answered the questions from members and give insightful guidance to the members' questions.

This Member's Salon was also welcomed by many. They think IACVA offers a good communication platform with the foreign valuers, which helps with their own work. The participants sincerely expressed thanks to the Chairman and the President and hope they can visit their companies and keep communication channels open.

● At the invitation of Chairman Huafeng Lei of Xi'an Zhengheng Valuation Inc., Chairman of Board, James Catty and IACVA President, William Hanlin visited this largest valuation firm in Xi'an. They talked about the cooperation between IACVA and Zhengheng Valuation Inc.

During the meeting, the two parties discussed issues related to the market of business valuation, valuator training and future cooperation. Mr. Lei introduced the history of Zhengheng, as well as the current situation of valuator training in his firm. Mr. Hanlin expressed his confidence about the bright future of valuation profession in China and IACVA's willingness to cooperate with Zhengheng Valuation Inc.



● On April 1st, Chairman of the Board, James Catty and IACVA President, William Hanlin visited Shaanxi Jin Di Law Firm. The two parties discussed about their future cooperation.

During the conference, Mr. Hanlin illustrated the professional services of CVA and CFD to the management of Jindi Law Firm. Both parties exchanged ideas on areas of cooperation between business and legal professionals. The two parties also put forward suggestions for future cooperation and both believed that cross discipline cooperation would have a bright future. The initial steps of co-operation also had been established.

Shaanxi Jindi Law Firm has more than 60 attorneys who offer services in legal consultancy, dispute settlement and other criminal and civil affairs. It is the largest local law firm in Northwestern China region.



Transfer of Body of Knowledge!

Pursuit of Consulting Excellence!



Upcoming Events

Europe:

- IACVA Germany's 5th Annual Conference:
Dusseldorf/Neuss, Germany-November 10, 2011
IACVA’s 5th Annual Business Valuation Conference & IACVA World Council Meeting

Asia:

The 2011 Advance Intellectual Property Valuation Training Program will be open on the first day of July, 2011 in Taipei. This is the fifth annual valuation training program, which is one of the most prestigious and influential valuation training events in Taiwan.

Africa:

IACVA Ghana will host a 2-day training in “Intangible Assets & Impairment Testing under IFRS” on September 7, 2011. This is a high profile program designed to train and develop the capacities of business valuation, auditing, banking and finance, accounting, fixed asset valuation and investment banking professionals in intangibles assets and impairment testing under IFRS. It is also expected to attract regulators such as the Securities and Exchange Commission, Bank of Ghana and the Ghana Stock Exchange.

Americas:

- IASB and FASB issue common fair value measurement and disclosure requirements. Please follow <http://www.ifrs.org/News/Press+Releases/IFRS+13+FVM+May+2011.htm> to read about the details.
- 2011 Annual Consultants’ Conference will be held by NACVA in San Diego on June 15, 2011.
- IACVA will be presenting a full day seminar in Manhattan this fall. The seminar will cover IFRS and its differences from GAAP under these headings.

Background	Financial Instruments
GAAP to IFRS	Impairment
Convergence	Intangibles
Fair Value	Inventory
Acquisitions	Leases
Consolidations	Long-lived Assets
Contingencies	Share-based Payments

For more information and to register:

Phone: 888-263-5879 M-F, 7 am-5 pm CST. Please have credit card information available. Use code: 11702NYO.

On-Line: Please click on the following link –

<http://www.pesilaw.com/search/detail/ViewSeminarAttribute.aspx?eventid=11703&Attribute=Outline>

News from Around the World

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Americas:

IACVA Delegation Attended China-US Business Summit 2011

On May 9, 2011, president William A. Hanlin Jr. appears as guest speaker for U.S. – China Business Summit on behalf of IACVA in Los Angeles, California. The topic of the speech was “Knowing the Value of Your Business”. Over 200 business entrepreneurs from the U.S. and China attended this summit. “CVAs can help businesses discover and enhance value through quality services. Today, more businesses owners found out where they can get good help.” Hanlin told the Global Times reporter at the summit. Many business owners started to realize professional help is essential to bringing their business to the next level of success. At the press conference after the summit, Chairman of the summit organizing committee, Mr. Steven Shen and Mr. Hanlin announced the strategic alliance between the two organizations.



Germany Symposium

IACVA Germany successfully held its Second Valuation Symposium in Legal Practices in Frankfurt, Germany on June 1, 2011.