



IACVA Insight

Working to Support You

2013 Annual Consultants' Conference in U.S.



From June 5 to 8, 2013, the 2013 US Annual Consultants' Conference, jointly organized by the National Association of Certified Valuators and Analysts (NACVA), the International Association of Consultants, Valuators and Analysts (IACVA) and the Consultants' Training Institute (CTI), will be held at the Washington Hilton Hotel in Washington, DC, USA. This four-day conference with over 50 presenters will be a wonderful opportunity for you to meet and communicate with hundreds of valuers, expand your network, explore concepts and share ideas on how to meet the demands of the dynamic and unpredictable world economy. We are looking forward to seeing you in America. For more information, please contact:

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E-mail: Kelly01@NACVA.com , or

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Message from President

Dear Fellow Valuers:

Beautiful Spring days bring you our next issue of *IACVA Insight*! In 2012, we sponsored numerous seminars and events throughout the world to bring our members together. We strive to continue offering our members with new and exciting gatherings in 2013.

In March, IACVA's newest charter in India conducted its first TTT (Train the Trainer) program. The NACVA / IACVA / CTI Annual Conference is also just around the corner. The seventh IACVA Business Valuation Conference will take place in Frankfurt, Germany on October 17 and 18, 2013.

Please enjoy the details in this issue of IACVA Spring Insight!

With warmest wishes,
Bill Hanlin, Jr.
CPA, CFE, CVA, CFD
President & CEO

You May Also Be Interested in

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Gathering in Europe



On October 17, 2013, Current Update in Valuations for CVAs will be held at the Sheraton Offenbach Hotel in Frankfurt, Germany followed by IACVA-Europe's **seventh** Annual Conference on October 18, 2013.

The conference will focus primarily on valuation best practice discussions. Keynote speeches will deal with current business valuation topics. Sixteen workshops on current developments in the business are planned. Topics include intangible asset valuation in the fields of business valuation, valuation issues with respect to legal aspects, restructuring, exit planning and industry specific valuation issues.



Germany will host its *eighth* European IACVA Annual Conference in October of 2014 in Berlin. Mark your calendars!

We look forward to your attendance! For additional conference information, please contact: Mr. Wolfgang Kniest: wolfgang.kniest@iacva.de

India Charter Joins IACVA

The India charter of IACVA was established in September 2012. It is located in Chennai, in the State of Tamil Nadu, in South India. At present, it is led and coordinated by Ms. Rajeswari and Ms. Geetha. The charter conducted its first TTT (Train the Trainer) program on March 11 and 12, 2013 at Chennai, presented by Mr. William Hanlin. Now there are 12 trainers, all with relevant knowledge and experience in this subject in India.

The program went off exceedingly well. During the two days, Mr. Hanlin presented interesting and successful sessions, fully drawing upon his abundant knowledge and experience in the field of valuation. It was a thoroughly enjoyable program providing impetus and motivation to the Charter to pass on their knowledge.



The charter also organized a program for the members of the Southern India Regional Council of the Institute of Chartered Accountants of India (SIRC). Mr. Bill Hanlin was the chief guest and his address was very well received by over 400 members of the institute. The Regional Director of the Ministry of Corporate Affairs, who briefly addressed the gathering, made it clear that the regulator strongly felt the need for professionals to be well equipped in the field of valuation, particularly in the current situation of changing legislations.



Ghana: IACVA Africa has established a cooperative relationship with the Chartered Institute of Administration and Management Consultants Ghana (CIAMC) in the areas of training and credentialing of CIAMC professionals. In March 2013, IACVA Africa prepared the 1st business valuation course for CIAMC Ghana professionals; it has achieved great success. ▼



China: IACVA organized the fourth Certified Valuation Analyst (CVA) training class In March 2013 in Tianjin, China. About 40 attendees took the certification exams after the training.

Lebanon: The Institute for Financial Analysts (IFA), in cooperation with Morgan International, offered a four-day training class recently in Beirut-Lebanon. ▼



This training assists candidates from the Banking and consulting firms to learn how and when the various valuation methodologies should be applied, the issues related to empirical evidence, or the lack thereof, the strengths and weaknesses of the various approaches, etc.

Germany: IACVA held a Round Table in March 2013. Through small group discussions, CVAs shared their ideas about solutions to the current issues.

USA: in late April 2013, Robert Brackett, IACVA Secretary General attended a certification training week offered by AM&AA.

Taiwan: IACVA Taiwan held a seminar on April 22, 2013 in Taipei. Some visitors from the Chinese Association of Technology Market participated and both sides



greatly benefited. ▼

IACVA Taiwan will collaborate with the Bio-tech Development Center (BDC) to deliver a new CVA training program in May 2013 in Taipei. Participants will be recruited from the Bio-tech and Pharmaceutical industries. This program is completely new, focusing on the Bio-technology industry. At the end of the training, participants will take the written CVA exam; after passing they are required to submit a Case Study Report by the end of November 2013 to receive CVA credential grading.

In addition to the collaboration with BDC, the Taiwan Charter has been delivering the CVA program with ITRI (Industrial Technology Research Institute) for many years. In July 2013, we will again work with ITRI to hold CVA programs focusing on other industries.

Events from South Korea

South Korea: IACVA-Korea organized three regular training courses for Korea Certified Valuation Analyst.

The 1st Regular Training course : March 18 to 22.

The 2nd Regular Training course : April 22 to 26.

The 3rd Regular Training course : May 27 to 31. ▼



IACVA-Korea will also hold training for the Technology Commercialization Coordinator. This General Course is 20 hours long. Seoul Digital Industrial Complex Management Association members attended the training, from May 6 to 9. As well, the Ulsan Chamber of Commerce & Industry members will attend the course on May 16, 23 and 30. There is also a 100-hour special course for Daedeok R&D Complex from April to June. ▼



Korea is now preparing the Technology Commercialization Text book and the Technology Valuation Case Study Text Book.

On May 2nd, Chairman of KVA (Sung-Bok CHO) gave a speech "Secret of Innovation" at the ASTI Knowledge Seminar.

IACVA-Korea held a Technology Commercialization Forum for Technology Innovation on March 15 and a Technology Commercialization Case Study for the BT Industry on April 18, 2013.

The IACVA-Korea Board Meeting was held from March 13 to 27, to discuss future plans and training programs.

Transfer the Body of Knowledge!

Pursuit of Consulting Excellence!



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