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Themed "Innovate. Collaborate. Succeed.," the four-day conference will serve as a forum where ideas, marketplaces, and people from around the globe intersect to expand their networks, explore concepts, and share ideas on how to meet the demands of the dynamic and unpredictable world economy.

Mar. 20, 2013

The National Association of Certified Valuators and Analysts ([NACVA](#)), and the Consultants' Training Institute ([CTI](#)) will collaborate to host the [2013 Annual Consultants' Conference](#), June 5–8, 2013 in Washington, DC. Themed "*Innovate. Collaborate. Succeed.*," the four-day conference will serve as a forum where ideas, marketplaces, and people from around the globe intersect to expand their networks, explore concepts, and share ideas on how to meet the demands of the dynamic and unpredictable world economy.

The conference will be hosted at the [Washington Hilton Hotel](#) in northwest Washington, DC and will feature 57 sessions covering a broad spectrum of the highest-demand specialty areas within the accounting and financial consulting profession, those being business valuation, mergers and acquisitions, succession/exit planning, financial forensics, expert witnessing, forensic accounting, healthcare valuation, risk management, and venture capital valuation. Industry standards and professional ethics will also be discussed. Attendees will have the opportunity to earn up to 38 hours of continuing professional education (CPE) credit in compliance with the National Association of State Boards of Accountancy (NASBA).

"We have assembled an outstanding faculty of over 50 presenters that represent the industry's masters and emerging leaders to present sessions on the latest theories, practical application, tools, and techniques that ambitious up-and-comers and seasoned business valuation and financial forensic analysts can implement to

support their consulting engagements. The knowledge they will gain from these

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The conference keynotes, *The Firm of the Future: A Radical Business Model for Professional Firms*, presented by Ron Baker of the VeraSage Institute, and *Advanced Pricing: Tools to Increase Revenue and Pricing Competencies*, presented by Michelle Golden, CPF of Golden Practices, will address how today's accounting and financial consulting firms should consider evolving into a new era of doing business.

Other notable sessions that will be featured as part of the conference include:

***Business Valuation Venture Capital Forum***

Presenter: Lorenzo Carver, MBA, MS, CPA, CVA of bpCentral, Inc.

***Business Valuation Reports and the IRS***

Presenter: Mike Gregory, AVA, ASA, Qualified Mediator MN Supreme Court of Michael Gregory Consulting

***Combining Formal Valuation Practice, M&A Advisory Services, and the M&A Buy-Side Point of View***

Presenter: Mitchell Martin of The McLean Group and Andrew Sherman, Esq., CMAP of Jones Day

***Common Misconceptions Regarding SBBI Cost of Capital Information***

Presenter: Kevin Piccolo, ASA of Morningstar, Inc.

***Current Update in Forensic Accounting—Behavior Detection and Facial Mapping***

Presenter: Darrell D. Dorrell, CPA, MBA, CVA, CMA, ABV, CFF of financialforensics®

***Emerging Financial Forensic Specialty: Bankruptcy, Insolvency, and Reorganization***

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***Executive Compensation and Related Issues in Divorce***

Presenter: Hubert Klein, CPA, ABV, CFF, CVA, CFE of EisnerAmper, LLP

***How to Provide a Supportable Discount for Lack of Marketability***

Presenter: James R. Hitchner, CPA, ABV, CFF, ASA of Financial Valuation Advisors

***Lost Profits and Damages Calculations***

Presenters: Nancy Fannon, CPA, ASA, ABV, MCBA of Meyers Harrison, Pia, LLC and  
Rebekah Smith, CPA, CVA, CFFA, CFF of GBQ Consulting, LLC

***Normalizing and Control Adjustments for Business Valuation***

Presenter: Marc Bello, CPA, ABV, MST, CVA, CFFA of Edelstein & Company LLP

***Professional Ethics for Business Valuers***

Presenter: Alex Kindler, CPA, ABV, CFF, PFS, CVA of Horovitz, Rudoy & Roteman

***Proof of Lost Profits and Lost Business Value in Electronic Commerce Litigation***

Presenter: Robert Dunn, JD of Dunn on Damages

***Rebuttal Reports and The Defense Expert's Role***

Presenter: Michael Kaplan, CPA, ABV, CVA, CFFA of Kaplan, Abraham, Burkert & Co.

***The Effect of Taxes on Value in Private Capital Markets (a.k.a. "S-Corps")***

Presenter: Nancy Fannon, CPA, ASA, ABV, MCBA of Meyers Harrison, Pia,

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Presenter: Neil Deaton, CPA, ASA, ABV of Alvarez and Marsal

***Unifying Industry Standards—Bringing Everyone to the Table***

Presenters: Mark Hanson, CPA, ABV, CVA of Schenck SC and  
Mark Kucik, CPA, CVA, CM&AA, CFF, CPVA of The Kucik Valuation Group

***Using Your International Business Valuation Network***

Presenter: William Hanlin, CPA, CFE, CVA, CFD of Hanlin Moss, PS, and  
President of the International Association of Consultants, Valuators and  
Analysts (IACVA)

***Valuing Privately Held Businesses for Succession and Exit Planning***

Presenter: Willis Eayrs, CVA, CM&AA, CMAP, CEPA of Corporate Financial  
Advisor

***You, Your Practice, and Assets Are at Risk. Don't Roll the Dice with Practice  
Risk Management***

Presenters: James Frazier of Primus Assurance Group and  
Lari Masten, MSA, CPA, ABV, CFF, CVA, ABAR of the Masten Valuation  
Group

Full conference details and the schedule can be found in the [conference  
brochure](#).

Conference sponsors include the [Appraisal Database and Mentoring Services](#),  
[KeyValueData](#), the [Middle Market Investment Banking Association](#), and [ValuSource](#).  
Exhibit opportunities are available.

The NACVA will also offer its [Business Valuation Certification and Training Center](#)  
(BVTC) in Washington, DC, June 3–8, at the Washington Hilton Hotel. The BVTC is  
the most comprehensive and complete foundational training program teaching to

the [body of knowledge on how to value private business enterprises](#). A sound

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approach to the analysis and implementation of the foremost strategies used by middle market investment bankers in the areas of capital formation, leveraged buyouts, deal structuring, post-merger integration, and corporate restructurings.

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