

# 2013 Business Valuation Certification and Training Centers

**FOCUS. GROW. THRIVE.**



*Co-Sponsored by the National Association of Certified Valuators and Analysts (NACVA)  
and the Institute of Business Appraisers (IBA)*



# The Consultants' Training Institute's Business



**Certified Valuation Analyst® (CVA®)**



**Accredited Valuation Analyst™ (AVA®)**



**Certified Business Appraiser (CBA)**

The Consultants' Training Institute's five-day Business Valuation Certification and Training Centers (BVTC)—co-sponsored by the National Association of Certified Valuators and Analysts™ (NACVA®) and the Institute of Business Appraisers (IBA)—are world renowned for being the most comprehensive and complete foundational training program teaching to the body of knowledge on how to value private business enterprises. Now being taught in seven countries, the BVTC will prepare candidates to pass any business valuation (BV) certification exam offered in the industry as well as those offered by NACVA—the Certified Valuation Analyst® (CVA®) and Accredited Valuation Analyst™ (AVA®)† designations.

The CVA and AVA are the country's most distinguished and widely recognized BV credentials, known for the superb training and challenging examination process that leads to earning one of these prestigious credentials. Requirements for these credentials include holding an active, valid, and unrevoked CPA license **OR** holding a business degree (i.e., management, economics, finance, marketing, accounting, or other business field) and/or an MBA (masters of business administration) or higher business degree from an accredited college or university **AND** two years or more of full-time or equivalent experience in business valuation and related disciplines. For further clarification, contact Member Services at (800) 677-2009. In addition to passing a comprehensive five-hour, multiple-choice, proctored exam, both CVA and AVA applicants must successfully demonstrate that they meet NACVA's experience requirement by completing a case study or submitting an actual and sanitized fair market value report, prepared during the last 12 months, for peer review.

Over 20,000 professionals have attended the BVTC or parts thereof, some simply for the knowledge and many (almost 10,000) to pursue the CVA, AVA, or CBA designation. Most attendees rave that this is the finest training program they have ever attended, which in a great part, is attributable to the highly experienced and well-seasoned practitioner instructor team assembled over the organization's 21 years of existence. Overall instructor average scores, on a scale of one to five, exceed 4.5, making the CTI the paragon of training organizations in America. More information on the Association and credentials is located in *The Association* brochure or by calling Member Services at (800) 677-2009.

† Effective April 1, 2013, the AVA credential was merged into the CVA. Holders of the AVA may continue to hold themselves out as an AVA through March 31, 2014, after which they must drop the AVA appellation and use only the CVA. AVAs may adopt the CVA appellation anytime between April 1, 2013 and March 31, 2014, but may not use both appellations—they must choose one or the other.

## 2013 BVTC Schedule and Early Registration Discount Deadlines\*

2013 DATES	LOCATION	Early Registration Discounts and Deadlines	
		10%	5%
June 3–8	Washington, DC	Expired	Expired
July 15–20	Orlando, FL	Expired	5/31
July 29–August 3	Columbus, OH	5/31	6/30
August 12–17	Philadelphia, PA	5/31	6/30
August 19–24	Denver, CO	6/30	7/31
September 16–21	Atlanta, GA	6/30	7/31
September 23–28	Boston, MA	7/31	8/31
September 30–October 5	San Juan, Puerto Rico ††	7/31	8/31
October 7–12	Chicago, IL	7/31	8/31
October 21–26	San Diego, CA	8/31	9/30
October 28–November 2	Washington, DC	8/31	9/30
November 4–9	Houston, TX	8/31	9/30
November 18–23	Ft. Lauderdale, FL	9/30	10/31
December 9–14	Las Vegas, NV	10/31	11/30
Jan. 27–Feb. 1, 2014	Scottsdale, AZ	11/30	12/31

\* Dates and locations are subject to change.

†† In partnership with the Puerto Rico Society of CPAs

### Pricing (Before Early Registration Discount)

Days 1 and 2: Business Valuations—Fundamentals, Techniques & Theory	\$1,100
Day 3: BV—Applications and Calculations of the Income and Asset Approaches	\$550
Day 4: BV—Case Analysis: Completed Transaction and Guideline Public Comparable Methods	\$550
Day 5: Special Purpose Valuations and Case Studies—Facts to Conclusion	\$550
One-Year NACVA Membership (Practitioner)	\$485
Certification Exam, Grading, and Proctoring Fee	\$595
Total Retail Cost for Five-Day BVTC	\$3,830
<b>Package Price</b>	<b>\$3,195</b>

## **NEW! CVA/AVA Exam Q&A Study Guide**

See page 7 for details and special offers.



The Certified Valuation Analyst (CVA) and Accredited Valuation Analyst (AVA) designations are the **only** valuation credentials accredited by the National Commission for Certifying Agencies® (NCCA®), the accreditation body of the Institute for Credentialing Excellence™ (ICE™).

# Valuation Certification and Training Centers

## BVTC Program Content

The Business Valuation Certification and Training Center's compact five-day curriculum is comprehensive and substantive, providing value from beginning to end. The BVTC's primary goal is to provide attendees with information that will serve as a solid foundation for their professional valuation endeavors, whether or not they plan to pursue a designation. Attendees will also find that a sound mastery of the course contents will be of great assistance to them in their pursuit of an accreditation—be it a Certified

Valuation Analyst (CVA), Accredited Valuation Analyst (AVA), or a Certified Business Appraiser (CBA). To learn more about the CBA designation, please contact IBA at (800) 299-4130. The Business Valuation Certification and Training Center (BVTC) is the ultimate comprehensive training experience, offering attendees expanded knowledge, networking opportunities with instructors and fellow attendees, and resources and insights that will provide a foundation for future success.

## Training Center Curriculum

### Days 1 and 2: Business Valuation— Fundamentals, Techniques & Theory (FT&T)

*(Available in both group-live presentation and self-study.)*

**Live course fee:** \$1,100 (before member and early registration discounts).

**Live CPE hours:** 18. **Fields of Study:** Accounting—3, Business Management and Organization—1; Specialized Knowledge and Applications—13; Taxes—1

#### Program Content

The cornerstone of the CTT's training, FT&T is a rigorous course on business valuation that provides the basis and framework for subsequent courses. It provides insights into every facet of valuation theory, with hands-on training taking participants from the fundamentals of the valuation process through the advanced techniques in current use.

Primary focus of the sessions will be to provide the basis and framework of business valuation theory and practice. Discussion will center upon the elements of valuation from financial and operational analysis through the methods found in the three approaches to valuation: Asset, Income, and Market. Highlights include the development of discount/capitalization rates and the application of appropriate adjustments (i.e., premiums and discounts) to the calculated value.

#### Learning Objectives

After completing this course, attendees will be able to:

- Perform a financial analysis of a company as it relates to a valuation engagement
- Identify an appropriate valuation approach and method for a given valuation purpose
- Match a discount or capitalization rate to the appropriate benefit stream under the income approach
- Identify and explain the differences in standards of value and their application in a valuation engagement

### Day 3: Business Valuations—Applications and Calculations of the Income and Asset Approaches

*(Available in both group-live presentation and self-study.)*

**Live course fee:** \$550 (before member and early registration discounts).

**Live CPE hours:** 9. **Fields of Study:** Accounting—2; Administrative Practice—1; Business Management and Organization—1; Specialized Knowledge and Applications—4; Taxes—1

#### Program Content

This fast-paced course is the perfect follow-up to FT&T. It builds on the applications of the Income and Asset Approaches and provides participants the opportunity to perform numerous calculations using various methodologies for the Income and Asset Approaches.

Primary focus is to build on the fundamental aspects of the Income and Asset Approaches found in the Fundamentals, Techniques & Theory (FT&T) course. The course uses multiple, hands-on exercises that will give the participant practical experience in the application of the methods found in the Income and Asset Approaches in valuation engagements.

#### Learning Objectives

After completing this course, attendees will be able to:

- Calculate a value using the Adjusted Net Asset Method under the Asset Approach
- Determine when it is appropriate to use a capitalization of Single-Period Earnings Method v. Discounted Future Earnings Method under the Income Approach
- Identify appropriate normalizing adjustments and calculate a normalized benefit stream

## Day 4: Business Valuations—Case Analysis: Completed Transaction and Guideline Public Comparable Methods

(Available in both group-live presentation and self-study.)

**Live course fee:** \$550 (before member and early registration discounts).

**Live CPE hours:** 9. **Fields of Study:** Accounting—1; Specialized Knowledge and Applications—7; Taxes—1

### Program Content

The Market Approach is one of the three commonly accepted ways to value a private company. Within this approach there are two primary methodologies: the Completed Transaction Method and the Guideline Public Comparable Method. While similar, these methods vary on the empirical data that is used to generate supportable results.

### Learning Objectives

After completing this course, attendees will be able to:

- Perform the Market Approach using the Completed Transaction Method
- Perform the Market Approach using the Guideline Public Comparable Method
- Explain their work in a written narrative
- Utilize these results with other studies to determine the value of a private company

*“Excellent presentation. Very clear; presentation helped aid retention.”*

—Tony Nguyen, CFA, CAIA, FRM, PRM

## Day 5: Special Purpose Valuations and Case Studies—Facts to Conclusion

(Available in both group-live presentation and self-study.)

**Live course fee:** \$550 (before member and early registration discounts).

**Live CPE hours:** 9. **Fields of Study:** Accounting—4; Specialized Knowledge and Applications—5

### Part I: Valuation for Financial Reporting

Valuation specialists are seeing growing demand for these services, but equally close scrutiny and review of their fair value valuation work by auditing firms, the SEC, and the PCAOB. This section is designed to distinguish valuations for financial reporting from other purposes. The definition the FASB came up with, “Fair Value,” (FV) differs from Fair Market Value. There are three types of work for valuation specialists: 1) Allocation of purchase price for a business combination, 2) Testing amortizable intangibles and PP&E for impairment, 3) Testing goodwill for impairment. Another aspect which will be covered is the need to work closely with the client’s auditing firm. All values used in financial reports are reviewed by auditors and their review may differ from that of the IRS or the courts.

### Learning Objectives

After completing this section, attendees will be able to:

- Explain the FASB requirements for purchase price allocation, including valuation of intangibles
- Prepare a supportable impairment study for PP&E and amortizable intangibles using undiscounted cash flow and a FV determination if the assets don’t pass
- Prepare a plan to work with auditors and clients in performing Step 1 of the goodwill testing requirements and understand what is involved if they have to go to Step 2

## Related Training **Business Valuation Fundamentals for CPAs and Other Business Advisors—A Five-Part Webinar Series**

**Program Content:** In today’s challenging economy, business owners expect their CPAs and business advisors to wear multiple hats, whether it be tax or accounting or how to improve performance by shaving costs, increasing revenues, and growing company value. CPAs and business advisors should have basic training in the fundamentals of valuing business enterprises even if they do not intend to specialize in this area.

The Business Valuation Fundamentals for CPAs and Other Business Advisors Webinar Series, delivered in five parts, will provide a foundational overview of the body of knowledge on how to value private business enterprises:

- Part One** Introduction to Business Valuation and Understanding the Engagement
- Part Two** Financial Statement Analysis—Getting the Story Behind the Numbers
- Part Three** Valuation Approaches—The Nuts and Bolts: The Income Approach
- Part Four** Valuation Approaches—The Nuts and Bolts: The Completed Transaction and Guideline Public Comparable Methods
- Part Five** Valuation Discounts and Premiums—The Plusses and Minuses of Value

**Learning Objectives:** After completing this five-part webinar series, attendees will be able to:

- Outline the fundamental steps to valuing a business from beginning to end
- List the cornerstones of the business analysis process or the drivers of company value
- Identify and utilize key resources in order to improve profit margins and grow company value
- Articulate how business valuation can be a valuable consulting service for clients.

**Pricing:** Entire series of five sessions: \$795. Registration is per person and allows access to login information, presentation materials, and one CPE attestation form. The cost for additional listeners is \$275 for each NACVA/IBA member and \$325 for each non-member.

**The Business Valuation Fundamentals for CPAs and Other Business Advisors is available on-demand. For details, please visit:**  
**[www.NACVA.com/PERC](http://www.NACVA.com/PERC) or call (800) 677-2009**

## Part 2: Mergers and Acquisitions

With M&A on a dramatic rise, all business advisors need a fundamental understanding of the issues characteristic to lucrative M&A advisory services. This section will focus on mergers and acquisitions from the perspective of a deal maker/investment banker. Participants will learn that although the valuation methodologies used in these situations are similar to traditional valuation techniques, they do differ in many ways. In this introductory session, practitioners will learn about the foundations crucial to M&A activity as found in the middle market (\$1-\$250 million).

### Learning Objectives

After completing this section, attendees will be able to:

- Determine the common valuation approaches in the M&A real deal world
- Identify preliminary target due diligence and funding sources/venture capital in M&A
- Determine negotiation strategies and the M&A auction marketplace, buyer and seller motivations, types, and perspectives
- Explain typical deal structures and financing mechanisms
- Advise clients when and where M&A is a viable strategic alternative and be in a position to counsel clients through the process

## Part 3: Litigation Consulting

In today's turbulent business environment, valuation experts, CPAs, and other financial professionals are called upon regularly to serve as experts and consultants in a broad range of matters including fraud, economic damages, marital dissolution, professional standard of care, valuation, and others. This section is designed to provide an introduction to litigation consulting and financial forensics. It will provide an overview of the types of engagements in which financial experts are called upon to render financial, analytic, investigative, and expert testimony. It will also focus upon the skills required, the legal environment, the dynamics of litigation, professional standards, report writing, and expert testimony.

### Learning Objectives

After completing this section, attendees will be able to:

- Provide an overview of the litigation environment and the anatomy of the legal process

- Identify the role of the financial expert as either a consulting or testifying expert and list the differences between the roles
- Identify the complexities related to providing forensic accounting, valuation forensics, and expert witness services in a litigation context
- Explain the dynamics of working with legal counsel
- Define business and economic damages, fraud and forensics, marital dissolution, and other practice areas for financial experts
- Outline the main steps to writing effective reports and reporting requirements in litigation engagements
- Summarize the key ingredients for effective expert testimony
- List the ways to avoid common pitfalls

## Part 4: Case Studies—Facts to Conclusion

### Program Content

This course provides learning that brings the business of business valuation full circle and is given from the eyes of actual valuation practitioners. The theory covered throughout the five-day BVTC is staggering, and often it is easy to lose sight of the ultimate goal of the program: to learn to be a valuation professional. The Facts to Conclusion course will include:

- A review of the appropriate valuation methodologies
- A case study discussion to allow the attendee to work with actual valuation projects
- Practice management tips

Participants in this course will leave with a better, clearer understanding of the process associated with completing a business valuation (start to finish). Additionally, participants will also gain valuable knowledge pertaining to growing and managing a valuation practice. It is the goal of this course to address any questions about this business that participants may have.

### Learning Objectives

After completing this course, attendees will be able to:

- Identify the necessary steps to complete a business valuation
- Locate the necessary data, models, and studies
- Explain the valuation through a business valuation report
- List the critical steps in building a successful valuation practice
- Review and check valuation work against other reports

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**NASBA SPONSORSHIP**—The Consultants' Training Institute™ (CTI™) is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of Continuing Professional Education (CPE) on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the national Registry of CPE Sponsors, through its website: [www.learningmarket.org](http://www.learningmarket.org).

**INSTRUCTOR CHANGES**—The CTI reserves the right to change instructors at any time should circumstances dictate. Our policy is to screen potential instructors carefully, ensuring that each one chosen possesses substantial field experience as well as a teaching or presenting background. All instructors are evaluated by our Business Valuation Certification and Training Center participants, and future teaching assignments are made based upon these evaluations. From time to time, CTI will introduce a new instructor to co-teach a course, but our policy is always to integrate our instructors gradually and under the supervision of an experienced CTI instructor. Obviously, we cannot guarantee that every Business Valuation Certification and Training Center participant will be totally satisfied with every presenter, but every effort is made to ensure the competence of each instructor. Under no circumstances, however, can CTI refund course fees should a participant be dissatisfied with his or her instructor.

**SEMINAR CANCELATIONS**—There is no charge to re-schedule your training. Cancellations received in writing two weeks prior to the first day of the seminar will be eligible for a prompt refund. A \$100 administration fee will be charged for three or more days' registration at a Business Valuation Certification and Training Center, and \$50 for all other seminar registrations. Cancellations received less than two weeks prior to the first day of the scheduled event (and no-shows) will be issued, upon request, a credit which may be used toward another seminar, conference, self-study course, software, or other product sold by the CTI. There are no exceptions to this policy.

**HOTEL ACCOMMODATIONS**—The CTI has negotiated and blocked AAA accommodations at each Consultants' Training Institute location (rooming blocks are limited). Hotel rooms are based on availability. Your registration confirmation will include details for arranging lodging, and other specifics, including event time schedule, modes of transportation, eating establishments, prerequisites (when applicable), etc. If your registration falls close to the date of the scheduled event, call the CTI for hotel information.

**COMPLAINTS AND REFUNDS**—For information regarding administrative policies such as complaints and additional information on refunds, please call our director of Member Services: (801) 486-0600. There are no refunds on exam fees, training materials, and membership fees. Training materials, however, that are unopened with the original shrink wrap intact may be returned within 30 days of purchase, subject to a 15% restocking fee.

**REFUND POLICY FOR AIRFARE AT CTI**—No refunds will be given for airfares on a Consultants' Training Institute (CTI) event that is canceled for any reason. However, if an individual does not request a refund of training fees for the canceled event, electing to apply his/her fee to a subsequent offering of the event, we will issue a refund of 200% of the airline change fee for one airline only, to travel to and from the subsequent offering of the event, not to exceed \$300. (Proof of the expense for the airline change fee must be provided.) Where airline change fee refunds are given, no refund for the canceled event will subsequently be given for any reason, and the funds retained by CTI may only be used/applied towards a subsequent CTI training event.

# Must-Have Time and Money-Saving Tools for the Valuation Professional

## Comprehensive Valuation Tools Kit

### Standardize and automate your valuation practice:

- Built on 100% Microsoft® Excel for your analysis and 100% Microsoft® Word for your written report—so you can enjoy a sophisticated valuation application as well as have complete flexibility and total customization
- One-click access to 10 must-have valuation databases (see list)
- Use a comprehensive valuation system that is relied on (and court-tested) by thousands of your peers
- Automatic standards-based report generation saves up to 50% of the time it takes to create a draft valuation report
- Standard valuation methods
- Comprehensive financial analysis
- Sanity checks
- Automatic report generation
- Technical support
- GUARANTEED to save you an incredible amount of time

Save 50% off the full retail price of \$6,020—**Only \$2,995!**

We strongly encourage you to at least check out this Kit and judge for yourself. With our UNCONDITIONAL, no-questions-asked, 30-day money-back guarantee\* on BVM Pro and BVRW, you have absolutely nothing to lose.

\* The databases must be un-accessed to receive a full refund.

### NACVA's BVM Pro and EBV Power Packs

Save while you automate and standardize your valuation practice with NACVA's and ValuSource's Power Packs, which combine time-tested software with must-have valuation databases. The Express Business Valuation Power Pack comes with a built-in report writer, and the add-on Business Valuation Report Writer™ is available for both the NACVA Business Valuation Manager™ Pro (BVM Pro) and ValuSource's Express Business Valuation (EBV) Power Packs.

	BVM Pro	EBV
BVM Pro .....	\$1,095	—
Express Business Valuation .....	—	\$695
IBA Market Data .....	\$445	\$445
Ibbotson® SBBI® Valuation Yearbook .....	\$270	\$270
RMA Annual Statement Studies® Valuation Edition .....	\$695	\$695
IRS Corporate Ratios .....	\$225	\$225
<b>TOTAL .....</b>	<b>\$2,730</b>	<b>\$2,330</b>

**Pack Price..... \$2,095 \$1,595**

Multi-user pricing available.

\$635 \$735  
Savings Savings

### The Kit Includes:

**Business Valuation Manager™ Pro (BVM Pro)..... retail \$1,095**

Built on 100% Excel for analysis and 100% Word for your written report. All assumptions are summarized on a single page, a schedule that reconciles non-operating assets and liabilities. A summary forecast model using four growth and balance sheet change assumptions. Fully customizable charts in Excel. Income statement normalization adjustments. Integrated Business Valuation Report Writer. Ability to incorporate data from a variety of databases: just click and select!

**Business Valuation Report Writer™ (BVRW)..... retail \$595**

Hot-linked data to keep all your Excel workbook numbers, tables, and charts in sync with your Word document. Optional report with the ability to view a comprehensive table of contents and select what goes in your report. Allows you the ability to create your own business valuation report library. Easy to use!

**Technical Support (one year) ..... retail \$395**

NACVA has enlisted the expertise and experience of ValuSource, which has been developing state-of-the-art business valuation applications for over 20 years.

**BIZCOMPS®..... retail \$465**

Great source of comparable data for businesses sold at less than \$1 million.

**DoneDeals® ..... retail \$495**

Comparable businesses sold between \$2–\$200 million.

**IBA Market Data ..... retail \$445**

Provides the industry's largest number of comparables for most all SIC/NAICS codes plus expanded data.

**IRS Corporate Ratios..... retail \$225**

Complete source of data for financial statement benchmarks.

**Mergerstat Review Premiums & Discounts..... retail \$125**

Quantifiable data source to base or justify a minority interest discount or control premium.

**Mergerstat Review Price-to-Earnings Ratios ..... retail \$125**

Publicly traded benchmark ratios provide a basis for privately held performance and value.

**Pluris DLOM Database™ ..... retail \$595**

Best data source for arriving at discount for lack of marketability.

**Public Company Data ..... retail \$495**

Provides complete public data in standard financial statement format allowing you to select appropriate comparable companies. Unlimited downloads.

**RMA Annual Statement Studies® Valuation Edition ..... retail \$695**

Best source for financial statement benchmarking, more accurate company performance ranking, and developing defensible, sustainable growth rates.

**Ibbotson® SBBI® Valuation Yearbook and Online Data Access ..... retail \$270**

A “must have” database, providing the risk rates used in calculating discount and capitalization rates for all income approaches.

The Comprehensive Valuation Tools Kit incorporates BVM Pro and the Business Valuation Report Writer (BVRW) with all the must-have databases for **only \$2,995!** This is over 50% savings off the full retail price of \$6,020.

Call Member Services at (800) 677-2009 to purchase or simply indicate on the order form on the last page of the catalog and fax, e-mail, or mail.

Multi-user pricing available. Contact Member Services. DoneDeals® is a registered trademark of Thomson Reuters.

# Business Valuation Certification and Training Center Now Available via Self-Study, Online & On-Demand!

BVTC Online and Self-Study Pricing	Self-Study Individually Priced		CPE Exam: Online/Self-Study		Package Price for All Courses:	
	Price	Code	Price	Code	Package	Price
Business Valuations: Fundamentals, Techniques & Theory	\$345	SS-03SF	\$85	CE-03SFX	Course Materials Only	\$895
BV: Applications and Calculations of the Income and Asset Approaches	\$195	SS-03CA1	\$85	CE-03CA1X	Materials plus CPE	\$1,145
BV: Case Analysis—Completed Transaction and Guideline Public Comparable Methods	\$295	SS-BVCA	\$85	CE-BVCAX	Materials with CPE and CVA/AVA Exam	\$1,645
Special Purpose Valuations and Case Studies in BV—Facts to Conclusion	\$195	SS-SPV	\$85	CE-SPVX	Materials with CPE, CVA/AVA Exam, and First-Year NACVA Practitioner Membership (\$455 off retail price)	\$1,995
<b>Total if purchased individually</b>	<b>\$1,030</b>		<b>\$340</b>			
CVA/AVA Certification Exam	\$595	X-CVA or X-AVA				

Note: Shipping and Handling charges apply.

## BVTC On-Demand Video Series (Available Summer 2013)

In addition to the Business Valuation Training Center's availability in a self-study format, the Consultants' Training Institute also provides instructor-led training through an on-demand video series. This video series consists of a full, video-recorded Business Valuation Training Center, led by our esteemed faculty of valuation practitioners. The video series includes all BVTC courses, lectures, class interaction, questions, discussions, etc. All PowerPoint presentations and exercises are also included. Up to 40 hours of CPE can be achieved through viewing this series.

In addition to the on-demand recordings, purchasers of the video series will be able to interact with instructors during live Q&A two-hour sessions (11:00 a.m. to 1:00 p.m. MT). During the sessions, you can discuss course curriculum and get answers to your questions. The instructors will provide answers, clarification, and mentoring. The sessions are available during August, September, October, and December. You can attend four live Q&A sessions (8 hours of CPE) from the schedule below:

August	September	October	December
Aug 6	Sep 17	Oct 1	Dec 3
Aug 8	Sep 19	Oct 3	Dec 5
Aug 13	Sep 24	Oct 8	Dec 10
Aug 15	Sep 26	Oct 10	Dec 12

BVTC On-Demand Video Series Price.....\$900

## CVA/AVA Exam Q&A Study Guide

A compilation of approximately 1,200 questions of the type you will find in the NACVA CVA/AVA proctored exam. Questions are divided into nine topical categories, each with subcategories.

For best results in your exam preparation, we suggest you read the questions in a topical category before your studies on that topic (live or via self-study). Following those studies, answer the questions to the best of your ability, checking the answer key to determine where you need to concentrate further study.

This Study Guide is designed to be a great companion to the BVTC training materials and video series.

**Study Guide Price.....\$395**

**Special Offer—Purchase with BVTC Training.....\$250**

Note: Shipping and Handling charges apply.



## About the Consultants' Training Institute

The Consultants' Training Institute (CTI) is comprised of the nation's leading experts in the fields of business valuation, litigation support consulting, financial forensics, and a variety of other business consulting disciplines. As the most widely respected professional training organization, the CTI combines hundreds of years of practitioner experience with academic insights to produce benchmark training and certification programs in the consulting industry's hottest growth niches.

What are these niches? Business Valuation, Financial Litigation Support, and Forensics/Fraud Risk Management are among the hottest niches for the CPA and consulting professions every year, according to *Accounting Today's* Top 100 Survey. What does this mean? These consulting niches are where the top visionaries of the financial profession see the greatest opportunities for the future. For those practitioners seeking success in

these disciplines, the CTI is most definitely the best and brightest venue for training value.

The CTI's greatest contribution to the valuation industry is its certification programs. In conjunction with the National Association of Certified Valuators and Analysts (NACVA), the CTI currently offers two distinctive business valuation designations through its Business Valuation Certification and Training Center (BVTC): Certified Valuation Analyst (CVA) and Accredited Valuation Analyst (AVA).

The CVA and AVA are the **only** business valuation credentials accredited by the National Commission for Certifying Agencies (NCCA), the accreditation body of the Institute for Credentialing Excellence (ICE). The CTI also partners with the Institute of Business Appraisers (IBA) to offer the Certified Business Appraiser (CBA) designation. These programs are described in the Consultants' Training Institute Catalog as well as online: [www.theCTL.com](http://www.theCTL.com).

Change Service Requested

# CTI's 2013 Business Valuation Certification and Training Center Registration Form

Name: \_\_\_\_\_ Designations: \_\_\_\_\_ Name of Firm: \_\_\_\_\_  
 Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_  
 Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ E-mail: \_\_\_\_\_

**Register me for the following program(s) & location(s):**

- The Business Valuation Certification and Training Center** (Group-Live). Indicate certification desired:  CVA  AVA \$ \_\_\_\_\_
- Includes the entire five-day program along with certification exam fee and NACVA membership. (First-year NACVA membership included for non-members only.)
- BVTC Location:** \_\_\_\_\_ **Dates:** \_\_\_\_\_  
**Exam Location** (must be selected at time of registration):  
 I will take the exam on the Saturday following the BVTC  
 I will take the exam later, at another location, under the auspices of an independent proctor (NACVA will contact you to facilitate arrangements) (Fee: \$150) \$ \_\_\_\_\_

**Individual Course Registration, Self-Study, Study Guide, or On-Demand Video Series Purchase:**

Individual Course, Self-Study, or Video Series	BVTC Location (if applicable)	Dates	
_____	_____	_____	\$ _____
_____	_____	_____	\$ _____
_____	_____	_____	\$ _____
_____	_____	_____	\$ _____

- CVA/AVA Exam Q&A Study Guide** (Special Offer: \$250 when purchased with BVTC Training—see page 7) \$ \_\_\_\_\_
- Subtotal:** \$ \_\_\_\_\_

**Discounts for BVTC Registration:**

- Write in appropriate BVTC early registration discount: (See page 2 for applicable discount) \$ ( \_\_\_\_\_ )
- 10% Discount off Net Registration Fee (if NACVA or IBA member, or ADAM subscriber prior to registering for the BVTC) \$ ( \_\_\_\_\_ )
- Net Registration Fee** (subtotal): \$ \_\_\_\_\_  
**Total Registration Fee:** \$ \_\_\_\_\_

**Software & Databases:**

Product Name and Description	Office Version	
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____

**TOTAL:** \$ \_\_\_\_\_

*Note:* Items requiring shipping will incur separate charges, which vary.

**Payment Method:**

- Check #: \_\_\_\_\_  VISA  MasterCard  AMEX  Discover  Diners Club  
 Credit card #: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Authorized Signature\* \_\_\_\_\_

Credit card billing address:  Same as above, or

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_

\* Your signature will authorize the CTI, NACVA, or the IBA to confirm your registration via e-mail and/or fax and authorize the CTI, NACVA, or the IBA to use either medium for future communication. CTI, NACVA, or the IBA will not disclose or share this information with third parties to secure confidentiality.



**Four Ways To Order/Register:**

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(800) 677-2009  
 (801) 486-0600

Fax: (801) 486-7500

E-mail: info@TheCTI.com