



A DEEPER LOOK

Understanding the Different Business Valuation Credentials

The major professional organizations in the specialized field of business valuation are the National Association of Certified Valuation Analyst ("NACVA"), the Institute of Business Appraisers ("IBA"), the American Institute of Certified Public Accountants ("AICPA") and the American Society of Appraisers ("ASA").

When engaging a business valuation professional, it is important to inquire as to the designations the individual maintains. It is recommended that the business valuation professional you engage have at least one of the designations listed below. If the business valuation becomes part of a litigation, or is questioned by the IRS in a tax matter, the credentials of the business valuator will almost certainly be raised as an issue.

NACVA

Certified Valuation Analyst ("CVA") and Accredited Valuation Analyst ("AVA") are designations of NACVA. The distinction between the two designations is that the CVA requires the applicant to hold a valid CPA license. Candidates for both credentials must pass a rigorous two-part examination consisting of a five-hour proctored exam and the submission of a comprehensive case study and valuation report for review by a member of the NACVA National Valuation Exam and Grading Committee.

IBA

The Certified Business Appraiser ("CBA") credential is governed by IBA. The IBA requires a candidate to hold a 4-year college degree (or 10,000 hours of active appraisal experience), successfully complete a number of IBA courses and a six-hour comprehensive exam covering the theory and practice of business appraisal. In addition, candidates are required to submit two examples of their work to the Institute of Business Appraisers for review by the Institute's Qualifications Review Committee before being granted the CBA designation.

AICPA

The Accredited in Business Valuation ("ABV") credential is awarded by the American Institute of Certified Public Accountants (AICPA). To obtain this designation a candidate must be a CPA, demonstrate an accumulation of education and business experience and successfully complete a six-hour exam. Business experience is based on work or teaching experience, while the lifelong learning requirement is based on CPE and additional courses of study in all areas of valuations.

ASA

An Accredited Senior Appraiser ("ASA") is a designation regulated by the American Society of Appraisers. The ASA requires a candidate to have

five years of full-time-equivalent business valuation experience, as well as the successful completion of a number of ASA-administered courses (and subsequent course examinations) on business valuation theory and practice, as well as the Uniform Standards of Professional Appraisal Practice (USPAP). In addition, candidates are required to submit appraisal reports to the American Society of Appraisers for panel review and qualification before the designation of ASA is granted.

All members of Gettry Marcus Business Valuation and Litigation Support Group who perform business valuations are required to maintain at least one designation in this area of expertise, and many possess several designations.

If you would like additional information, please contact your Gettry Marcus Advisor or email us at info@gettrymarcus.com.

To learn more about Gettry Marcus visit www.gettrymarcus.com

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