



NATIONAL ASSOCIATION OF CERTIFIED VALUATION ANALYSTS

1111 Brickyard Road, Suite 200, Salt Lake City, UT 84106 P: (801) 486-0600 F: (801) 486-7500 Web: www.nacva.com

INSTITUTE OF BUSINESS APPRAISERS

P.O. Box 17410, Plantation, FL 33318 P: (954) 584-1144 F: (954) 584-1184 Web: www.go-iba.org



NACVA AND THE IBA'S 2010 ANNUAL CONSULTANTS' CONFERENCE *SESSION SUMMARY*
JUNE 2—5, 2010 THE FONTAINEBLEAU MIAMI BEACH MIAMI BEACH, FL USA

Track: Practice Management

Session Date / Time: Saturday, June 5, 2010 / 10:30am – 12:40pm

Session Title: *Coming 'Unstuck': Removing Roadblocks to Expanding Your Business Valuation and Consulting Practice*

Session Summary: If you feel stuck when it comes to expanding your BV consulting practice, you might need to think about things a different way. Your challenges may be rooted in the uniqueness of BV as a profession. This session, led by a recruiter who has worked exclusively with BV professionals since 1995, will give you new perspective for grappling with those challenges. If you're genuinely committed to expanding your practice, you will walk away with new insight when it comes to hiring and retaining staff.

CPE Hours / Fields of Study: Two (2) hours / Administrative Practice (AP)

Presenter Bio:



John Borrowman brings over sixteen years of experience helping his clients and those they hire make informed choices about their futures. His rigorous attention to detail, and thorough, high-integrity approach ensures the best possible result for all those whom he serves. He is known and respected throughout the BV Industry for his understanding of the realities of practice management, and the career challenges facing today's BV professional. His clients range in size from the largest national firms to small, local public accounting firms and BV boutiques. He is the only recruiter serving the Business Valuation/Litigation Support (BV/LS) industry to publish studies of compensation and practice management metrics in the industry. He is also the only recruiter focused in BV/LS who has earned the Certified Personnel Consultant (CPC) designation from the National Association of Personnel Services. Those who hold this designation are knowledgeable on employment laws and regulations, and have agreed to adhere to the highest standard of business practices as set forth by NAPS. John's volunteer work includes over twenty years as a reader and describer with Houston Taping for the Blind. His voice can be heard reading books available through the Recordings for the Blind section of the Library of Congress. His training and experience has enabled blind patrons of stage plays, musicals and even the Houston Rodeo to enjoy those performances even more. He has also served as a member of the National Board of Directors of Screen Actors Guild.