Master in Business Valuation (MBV)

Online Program

The home of the Business Valuation Maturity Model℠ Training Approach

Training Institution

Florida Institute of Finance

www.floridainstituteoffinance.com

Marketing Company

GLOBAL EVENTS MANAGEMENT

www.gem-events.com

The program is endorsed by the United States of America & Global Business Valuation Institute

*Upon graduation of the master program, students will have double certification by **The International Society of Business Appraisers (ISBA)** and **The International Association of Certified Valuation Analysts (IACVA)**, thus a saving of USD 5,000 for certifications process, course fee and exams.*

IACVA
INTERNATIONAL ASSOCIATION
of Consultants, Valuators and Analysts

www.iacva.org

INTERNATIONAL
SOCIETY OF
BUSINESS
APPRAISERS
ISBA

www.intlbca.com

Our students upon completion of the program will have created four professional valuations with each increasing in complexity using the Business Valuation Maturity Model.

Valuation Portfolios

OUTPUT 1: BASIC FINANCIAL ANALYSIS REPORT; HISTORY OF COMPANY; ECONOMIC AND MARKET ANALYSIS

OUTPUT 2: INTERMEDIATE FINANCIAL ANALYSIS AND VALUATION REPORT

OUTPUT 3: ADVANCED FINANCIAL ANALYSIS AND VALUATION REPORT OF PUBLICLY TRADED CORPORATION

OUTPUT 4: ADVANCED FINANCIAL ANALYSIS AND VALUATION REPORT OF PRIVATELY HELD CORPORATION

Business Valuation Maturity Model SM

FIF's Valuation Maturity Model is a learning improvement approach that provides students with the essential elements needed to effectuate change in their knowledge set. This maturity model helps integrate traditionally separate valuation and financial analysis topics into an increasingly organized approach in reaching essential benchmarks in the valuation/analysis arena. The benefits to this approach are to provide students a continuous mapping of their knowledge enhancement.

Unlike traditional programs that offer distinct courses per semester, this blended program presents students with topics in a sequence that captures the essence of working professionals in these disciplines.

This unique degree program was developed with your career in mind. The blended curriculum is the result of input from leading professionals and academics in valuation and financial analysis.

1
- Level 1: Conduct Ad Hoc Valuation
- 0 Months: Valuation Mind Set Begins

2
- Level 2: Establish Fundamental Valuation Process
- 3 Months: Basic Valuation Report Prepared

3
- Level 3: Conduct Repeatable and Consistent Valuation Process
- 6 Months: Intermediate Financial Analysis Report Prepared

4
- Level 4: Constantly Improve Valuation Process
- 9 Months: Advanced Financial Analysis and Report of Publicly Traded Report

5
- Level 5: Establish Optimized Valuation Process
- 12 Months: Advanced Financial Analysis and Valuation Report of Privately Held Corporation

Valuation Maturity Model

Month #1
The Valuation Profession
The Business Appraisal Report
Financial Reporting
Quantitative Finance
Research Techniques

Month #2
The Appraisal Process
Financial Reporting
Financial Statement Analysis
Quantitative Finance
Research Techniques
Sources of Business Appraisal Data

Month #3
Business Appraisal Mathematics
Quantitative Finance
Corporate Finance and Valuation
Economics and Macro Factors/ Market Impact

OUTPUT 1:
BASIC FINANCIAL ANALYSIS REPORT; HISTORY OF COMPANY; ECONOMIC AND MARKET ANALYSIS

Month #4
Corporate Finance
Economics and Macro Factors/ Market Impact
Econometrics/ Statistics
Application of each to BV

Month #5
Industry Analysis and Cost Structuring
Mergers, Acquisitions and Consolidations
Appraising Methods – The Market Approach
Econometrics/ Statistics

Month #6
Data Analytics
Business Analysis
Business Strategy

Income Approach Appraising

OUTPUT 2:
INTERMEDIATE FINANCIAL ANALYSIS AND VALUATION REPORT

Month #7
Data Analytics
Real Estate Valuation Methods
Business Analysis
Asset Approach Appraising

Month #8
Predictive Analytics
Real Estate Valuation Methods
Valuation of Financial Instruments and Derivatives
Reconciliation of Value Indications

Month #9
Alternative Investment Structuring
Guideline Company Valuation
Multiples and Valuation Premiums
Taxation Issues in Valuation

OUTPUT 3:
ADVANCED FINANCIAL ANALYSIS AND VALUATION REPORT OF PUBLICLY TRADED CORPORATION

Month #10
Alternative Investment Structuring
Multiples and Valuation Premiums and Discounts
Taxation Issues in Valuation

Month #11
Portfolio Management
Practice Management
Quality Assurance
Report Writing

Month #12
Ethics
Report Writing
Special Topics in Closely-Held Business Valuation

OUTPUT4:
ADVANCED FINANCIAL ANALYSIS AND VALUATION REPORT OF PRIVATELY-HELD CORPORATIONS

FACULTY

Dr. Tefera T. Beyene, PhD, MBA, CPA, CBA, ChE, CWM,CFOS

Dr. Beyene has more than 25 years of experience in the areas of management, accounting, finance, and taxation. He has Corporate, Government, and Oversees experience. Most of his tax accounting; tax treatment and structure of sophisticated financial instruments experience gained from his tenure with the State of Illinois Department of Revenue and with the IRS Financial Products Specialists division.

Dr. Beyene is an adjunct Professor for many universities and teaches accounting, finance, and economics courses. Dr. Beyene is Chief International Resource Trainer, Examiner, and Nominator for Africa & North America for American Academy of Financial Management (AAFM), providing training in all areas of finance, accounting, and economics. Dr. Beyene earned his PhD in Applied Management & Decision Sciences concentration in Accounting from Walden University.

He also holds a Master of Business Administration degree with double concentration in Accounting & Finance from Dominican University. He is a licensed Certified Public Accountant in the state of Illinois. Dr. Beyene is a member of the American Academy of Financial Management (AAFM) and holds the Certified Chartered Economist and Chartered Wealth Management certifications.

He is also a member of the American Institute of Certified Public Accountants (AICPA); American Accounting Association (AAA); and the National Association of Credit Management (NACM) and holds the Credit Business Associate certification.

Howard A. Lewis, M.S., CBA, CVA, ABAR, CBA

Howard is the Executive Director of the International Society of Business Analysts and President of RiskGuidance Co., LLC.

Howard served as the National Program Manager for the Engineering and Valuation Programs at the Internal Revenue Service from 2000-2008, having worked for the IRS for over thirty-two years, serving as a valuation engineer, and first-level, mid-level, and top-level manager, both in the engineering and valuation programs, as well as the corporate examination programs.

As President of RiskGuidance, Howard specializes in valuation review and IRS intervention. Howard was a co-author of the book, How to Value Your Business and Increase it's Potential.

He is the former Executive Director of the Institute of Business Appraisers.

Mr. Lewis has received his degrees in engineering from New York University.

Joel M. DiCicco, PhD, CPA, CBA

Dr. DiCicco is a CPA with over 30 years of practitioner experience in finance, taxation and accounting. Joel is a partner and co-founder of the Florida Institute of Finance (FIF), LLC. The FIF is a financial technology, data analytics, and training organization located in West Palm Beach, Florida. Joel is also currently a full-time faculty member at Florida Atlantic University's College of Business where he teaches mainly for the graduate executive MBA programs.

Over the 10 plus years at FAU, he has taught a myriad of courses in accounting, finance and taxation. He has also been lecturing in the College of Public Administration where he teaches various graduate classes in program review, statistics, and financial management. Joel has been involved in advising and teaching for FAU's Financial Analyst Program and has developed a new graduate course in Financial Statement Analysis and Valuation for the Master of Science in Finance program.

Previously, Dr. DiCicco was a territory manager for the Internal Revenue Service's Global High Wealth and Financial Products programs. In such capacity, Joel managed numerous large case business teams nationwide on the most complex and sophisticated tax structuring and valuation transactions. He was also a lead instructor for many financial products and international training programs due to his specialization in the areas of security, debt, and derivative valuations. Prior to his senior management positions, Joel conducted numerous valuation engagements at banks, hedge funds, and other financial institutions.

Dr. DiCicco was also involved in the development of many training guides and toolkits spanning numerous and emerging issues in conjunction with the IRS National Office legal division.

Joel earned his PhD in Public Administration at FAU with special emphasis on tax policy and structured financial products. He also holds an MBA in Finance from Manhattan College and an MS in Taxation from Florida International University. He is a licensed CPA in the state of Florida and has received the Personal Financial Specialist, Chartered Global Management Accountant, and Certified in Financial Forensics certifications from the American Institute of Certified Public Accountants.

He has also received the Business Certified Appraiser designation from the Institute of Business Appraisers.
Lastly, he is adjunct faculty at the Thomas Jefferson School of Law Graduate LLM Program.

FACULTY

Renee' M. Caputi

Renee' M. Caputi holds an LLM in International Taxation & Wealth Management from Thomas Jefferson School of Law (Magna Cum Laude), a JD from SUNY Buffalo School of Law, an MBA from Queens University, a BS in Business Finance from SUNY College at Fredonia, and has also earned the professional credentials of Chartered Life Underwriter (CLU), Chartered Financial Consultant (ChFC), Chartered Advisor for Senior Living (CASL), Certified Financial Planner™ (CFP®), Chartered Wealth Manager (CWM), Chartered Trust and Estate Planner (CTEP), Certified Anti Money Laundering Consultant (CAMC) (earned with distinction), and Chartered Asset Protection Advisor (CAPA).

Renee' has extensive experience designing and implementing corporate benefit, retirement and succession plans, and creating personalized estate plans for both domestic and International High Net Worth clients. She also has substantial expertise in mortgage underwriting and origination processes as well as purchasing and packaging mortgages for resale on the secondary market. Renee' is a NY Bar admitted attorney, holds FINRA series 7, 63,& 65 securities licenses, and a New York State Life and Health Insurance license.

She believes that by providing educational opportunities for professionals and executives she can help them prepare for the demands of doing business with the more globally mobile population of High Net Worth clients with diverse needs. Renee's experiences exemplify this commitment to providing education and information, to include over 15 years of experience teaching Financial Planning, Investment Management, Accounting, Economics, Retirement Planning, Tax Planning, Risk Management, Estate Planning, Employee Benefits, and Business Management at the college level and to peer professionals; including attorneys, accountants, and financial planners. Renee' has extensive experience designing and refining financial course materials as well as writing and editing financial newsletter articles and is an approved CE Instructor in several states.

Rainford M. Knight, Ph.D.

Dr. Knight has over 20 years practical experience in financial and Investment analysis. His experience covers mergers and acquisitions, venture capital valuation, strategic planning, budgeting and forecasting. Dr. Knight is currently a mentor to the Enterprise Development Corp. (EDC) – an organization that provides strategic business development assistance to science and technology-based companies in South Florida. His entrepreneurial activities range from co-founding/acquiring or being a partner in firms from diverse industries including software development, real estate distressed debt, hospitality and educational training.

In the investment management industry, Dr. Knight has been a consultant/Chief Investment Officer (CIO) for a hedge fund as well as an educator in the areas of asset allocation and portfolio risk management. In the role of CIO, Dr. Knight developed risk metrics and risk model for various hedge fund strategies in order to assess hedge fund manager performance and determine the allocation of capital on a risk-weighted basis to various strategies. This process required the assessment of market risk, strategy risk and operational risk. Additionally, Dr. Knight is a general partner and portfolio manager of Virtus Capital management, LLC a fund of funds hedge fund. His duties incorporate strategy risk and portfolio risk assessment including the development of the risk management process.

Academically, Dr. Knight started his career as an Assistant Professor of Finance at Fairleigh Dickinson University in Madison, New Jersey. His academic dissertation was in the field of IPO's. Currently, he is an adjunct professor of finance at Florida Atlantic University, where he teaches at the Executive MBA and MBA levels in the areas of investment analysis and corporate finance. Dr. Knight is also adjunct faculty at the University of Miami, of where he teaches Investment management and portfolio construction at the graduate and undergraduate levels.

Traditionally, Dr. Knight also teaches the fixed income course for the CFA exam. Dr. Knight has been elected into Who's Who in Finance and Industry; he is a member of the Financial Management Association International and a member of the Society of Quantitative Analysts. Dr. Knight holds a Ph.D. in Finance from Florida Atlantic University with a doctoral thesis in the area of initial public offerings (IPOs).

Ravi S. Behara, PhD

Dr. Behara has over 25 years of experience is service operations and analytics. Ravi is a partner at the Florida Institute of Finance (FIF), LLC. The FIF is a financial technology and training organization located in West Palm Beach, Florida. Ravi is also currently a full-time faculty member at Florida Atlantic University's College of Business where his current research interests include service analytics, operational risk, and healthcare operations. He teaches operations and project management mostly in graduate and executive programs.

Ravi has published a variety of articles on service operations in academic and professional journals and books. He has also taught at Universities in the United Kingdom, California, Texas and Virginia (metro D.C.).

In addition to his academic activities, Dr. Behara has also been an independent consultant. In this role, Ravi developed a new service development methodology for a large US financial services organization which involved developing and implementing process innovations. He also completed the evaluation, redesign and implementation of corporate procurement policies and procedures for a US large manufacturing firm that addressed a variety of issues in risk, procurement, production, accounting, internal audit, legal, and ethics at the company. Other assignments addressed customer service and retention issues in services.

Prior to his academic and consulting career, Ravi worked as an electrical engineer in the construction of large-scale multi-national power and desalination plants in India and Saudi Arabia. He was involved in all phases of the projects from construction, testing and trial operations, and operations through the warranty period. His responsibilities included the construction, maintenance and modification of low voltage, telecommunications, and lighting systems. In addition, he managed system inspections working closely with both the consulting engineers and clients.

Ravi earned his PhD in Service Operations from the Manchester Metropolitan University, UK, with a focus in computer simulation. He also holds a BS in Electrical Engineering from the Indian Institute of Science (founded 1909) and a BS in Science from Bangalore University, India.

Certification

ISBA
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About ISBA Certification

ISBA provides an exceptional educational program leading to a designation. ISBA is focused on Small business to Main Street business. The course instruction is in-depth. You can earn the BUSINESS CERTIFIED APPRAISER "BCA" credential only after demonstrating through education, testing and a reviewed report your level of expertise. Then you are worthy of accepting a business valuation for your client.

We are devoted to instructing on the "best practices" in business valuation. We follow the ethics and reporting under USPAP.

We strive to achieve that each BCA member receives hands on service and support. This approach is unlike any other association. Each member has a face and a name, our members are not a number. This statement is not huff or puff … it is absolutely a proven answer

Our goals are clear and concise:

1. Provide outstanding comprehensive business valuation course instruction to value a Small to Main Street business.

2. Administer testing, review, and credentialing of BUSINESS CERTIFIED APPRAISERS "BCA" who demonstrate the knowledge, ethics, and report writing of business valuation's "best practices".

3. Provide each BCA with unsurpassed service and support. No business valuation professional should ever be left behind when they need an answer or desire to brainstorm and consider approaches, methodologies, etc.

4. Provide tools and data that BCA's need when they have a valuation assignment. Data is substantiation and provides analysis each BCA requires leading to the ultimate answer... "What the business is worth".

About ICVS Certification

ICVS (International Certified Valuation Specialist) – a statement to client that you have completed professional and systematic training in business valuation. It is also an attestation that you meet the international requirements for competency and professionalism in business valuation.

ICVS designees can be engaged in the following services:

» Serving locally for overseas enterprises by providing consultation and valuation for their international mergers and acquisitions.

» Pricing and valuing foreign trades and overseas listings, and issuance of relevant reports recognized by local regulators.

» Providing valuations for the preparation of financial statements (especially purchase price allocation in cross-border M&A and annual impairment testing of goodwill).

» Valuations in transnational economic disputes.

» Higher earnings potential.

» Recognition by industry and government bodies for your professional ability.

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