



Membership Categories

Corporate

A member who works for a company (public or private) and whose job description includes growing the company organically, through acquisitions, divestitures, joint ventures, alliances, strategic planning, product development, licensing, franchising, etc.

- Corporate Business Owner
- Corporate Development - Member is VP corporate development, VP strategic.
- Corporate Finance - Member is chief financial officer, treasurer, VP-finance.
- Corporate Management - Member influences the development of corporate growth of an operating company, i.e., Chairman, Chief Executive Officer, Chief Operating Officer, Principal or Owner, VP Strategic Planning.
- Corporate Management – Entrepreneur
- In-House Counsel

Capital Providers

A member who works for an equity group (officer, VP or above) and whose job description includes purchasing ownership interests in companies (public or private) for the purpose of growing the companies through internal growth, add-on acquisitions, consolidations, joint ventures, alliances, licensing, franchising, etc. with the ultimate goal to exit from the investment through a partial or complete sale of the company to a third party, a recapitalization, or an IPO. Member is an officer, VP or above.

- Equity Group Managing Fund
- Equity Group Not Managing Fund
- Family Offices
- Hedge Fund
- *Lender Jr. Debt**
- *Lender Other**
- *Lender Sr. Debt**
- Limited Partner
- *Mezzanine Lender**
- Venture Capital

** Lenders fall within the Advisor category.*

Intermediaries

Member is an intermediary whose services include bringing buyers and sellers together and/or identifying sources of debt and equity financing.

- Business Brokers
- Investment Bankers
- Underwriters

Advisors

A member who generates income from providing services to corporate and/or equity group members.

- Accountant - Member is accountant whose services include providing tax, audit, and/or accounting advice to corporate and/or equity group members.
- Attorney - Member is an attorney whose services include advising corporate and/or equity group members.
- Banking - Member provides interest rate management or cash management.
- Consultant - Member is a consultant whose services include providing strategic planning advice to corporate and/or service member and equity financing.
- Other Services - Member provides other services to corporate and/or equity groups but does not fit into any of the above categories.
- Recruiter - Member is an executive or other personnel recruiter for either full-time or part-time employee.
- Technology - Member is a provider whose services include hardware, software, internet, or databases, etc.
- Valuator - Member is a business valuator and/or compiles statistics for use in valuations.
- Wealth Manager - Member is employed by a wealth management firm.

Community

- Educators - Member is employed by a college or university.
- Government - Member is employed by the government.
- NGO Executive/Leader - Member is employed by a non-governmental organization.
- Not Listed Above - Member works for an organization that does not fit into any of the above categories.