

ACG Membership Categories

Membership Listed below are the primary membership categories. They are: Corporate (“C”), Equity Group (“EG”), or Service (“S”). Within each of the three categories of membership are subclassifications.

Please indicate the one classification which most closely matches your profession.

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. The member may be a staff corporate development officer, a CFO, a CEO, or president depending on the size and resources of the company.

- CM** - Corporate Management: member is a chairman, chief executive officer, chief operating officer, etc.
- CF** - Corporate Finance: member is a chief financial officer, treasurer, controller etc.
- CD** - Corporate Development: member is VP corporate development, VP Strategic Planning, VP new business development etc.

Equity Group

A member who works for an equity group and whose job description includes purchasing ownership interests in companies (public or private) for the purposes 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. The member is usually a partner, principal officer, associate, or analyst with the equity group and has an opportunity to participate in the equity ownership of the acquired companies.

The equity group may be managing an equity fund, investing their own funds, or investing on behalf of individuals/and or institutions on a case by case basis.

- EGF** - Member is employed by an equity group which is managing a committed equity fund.
- EGU** - Member is employed by an equity group which is not managing a committed equity fund.

Service (“S”)

A member who generates income from providing services to corporate and/or equity group members. Service members include: intermediaries, such as business brokers and investment bankers: asset based, cash flow, senior, and mezzanine lenders; attorneys; accountants; strategy consultants; valuers; and recruiters; etc.

- SIY** – Intermediary: member is an intermediary whose services include bringing buyers and sellers together and/or identifying sources of debt and equity financing.
 - SLE** – Lender: member is an asset based, cash flow, senior, or mezzanine lender.
 - SAT** – Attorney: member is an attorney whose services include advising corporate and/or equity group members.
 - SAC** – Accountant: member is an accountant whose services include providing tax, audit, and/or accounting advice to corporate and/or equity group members.
 - SCO** – Consultant: member is a consultant whose services include providing strategic planning advice to corporate and/or service members.
 - SVA** – Valuator: member is a business valuator and/or compiles statistics for use in valuations.
 - SRE** – Recruiter: member is an executive or other personnel recruiter for either full-time or part-time employees.
 - STE** – Technology: member is a technology provider whose services include hardware, software, Internet, or databases, etc.
 - SOT** – Member provides other services to corporate and/or equity groups but does not fit into any of the above categories.
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