



Membership Profile & Guidelines

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.

		Guidelines
CC	Corporate Counsel	Member is a key leader in corporate development activities within company
CD	Corporate Development Member is VP corporate development, VP strategic	Member is a key leader in corporate development activities within company
CF	Corporate Finance Member is chief financial officer, treasurer, VP-finance	Member is a key leader in corporate development activities within company
CM	Corporate Management Member is chairman, chief executive officer, chief operating officer, etc.	Member is a key leader in corporate development activities within company

Capital Providers

A member who works for an equity group 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.

		Guidelines
EGF	Equity Group Managing Fund	Member is a key employee, officer, VP or above, employed by an equity group which is managing a committed equity fund
EGU	Equity Group Not Managing Fund	Member is a key employee, officer, VP or above, employed by an equity group which is not managing a committed equity fund
LS	Senior Debt/Mezzanine Lender	Member is a key employee, officer, VP or above, employed at an institution focused on M&A activities

Intermediaries

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

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

Advisors/Service Providers

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

AA	Advisor-Accountant Member is accountant whose services include providing tax, audit, and/or accounting advice to corporate and/or equity group members
AT	Advisor-Attorney Member is an attorney whose services include advising corporate and/or equity group members
ACO	Advisor-Consultant/Other Member is a consultant whose services include providing strategic planning advice to corporate and/or service member and equity financing

Community

		Guidelines
CE	Other-Educators Member is employed by a college or university	Focus on business development activities