



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	Key leader in corporate development activities with minimum company revenue size of \$10,000,000
CD	Corporate Development Member is VP corporate development, VP strategic	Key leader in corporate development activities with minimum company revenue size of \$10,000,000
CF	Corporate Finance Member is chief financial officer, treasurer, VP-finance	Key leader in corporate development activities with minimum company revenue size of \$10,000,000
CM	Corporate Management Member is chairman, chief executive officer, chief operating officer, etc.	Key leader in corporate development activities with minimum company revenue size of \$10,000,000

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 an officer, VP or above, employed by an equity group which is managing a committed equity fund	Officer/Vice President level or above at a firm that has completed a deal with over \$10 million in revenue over last three years
EGU	Equity Group Not Managing Fund- Member is an officer, VP or above, employed by an equity group which is not managing a committed equity fund	Officer/Vice President level or above at a firm that has completed a deal with over \$10 million in revenue over last three years
LS	Senior Debt/Mezzanine Lender	Vice President level, or above 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	Officer/Vice President level, or above with a firm focus on deals with companies with \$10 million in annual revenue

Advisors

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

		Guidelines
AA	Advisor-Accountant Member is accountant whose services include providing tax, audit, and/or accounting advice to corporate and/or equity group members	Partner level with focus on M&A activities, serving clients with annual revenue over \$10 million
AT	Advisor-Attorney Member is an attorney whose services include advising corporate and/or equity group members	Partner level with focus on M&A activities, serving clients with annual revenue over \$10 million
ACO	Advisor-Consultant/Other Member is a consultant whose services include providing strategic planning advice to corporate and/or service member and equity financing	Officer/Vice President level or above with focus on M&A activities, serving clients with annual revenue over \$10 million

Community

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