

NEWS & INFORMATION RELEASE JUNE 9, 2011

Between a volatile recovery and looming retirements,
CANADIAN BUSINESS LEADERS REBUILDING CERTAINTY.

Toronto, ON, June 9, 2011: A major new survey shows Canadian business leaders and owners are seeking stability and certainty while adjusting to post-recession life.

The survey of more than 200 Canadian executives, sponsored by the 1,400-member **Canadian Institute of Chartered Business Valuators (CICBV)**, reveals how business leaders are managing in the 'new normal' of constant volatility while trying at the same time to get a handle on succession planning or preparing the companies they lead for sale or expansion.

The survey shows:

- While the economy is recovering sporadically, the recession's lasting impact altered critical leadership tools. Survey participants agreed that forecasting and trust are broken. As a result, caution and deep due diligence are far more important than ever before.
- The coming 'succession boom' (the need to replace retiring business leaders and senior employees) has made generational change an issue in many companies, and more than half of those surveyed admit their organizations are not prepared.
- Companies are adjusting to ongoing volatility by seeking professional, accurate third-party expertise along with new ways to rebuild certainty in all aspects of their business in order to compete more effectively both in Canada and abroad.

"Chartered Business Valuators (CBVs) are on the front lines with business leaders and owners as they prepare to transfer leadership, ownership, management and even the wealth of their organizations," says spokesperson Farley Cohen, current Chair of the CICBV Board.

“We're one of the key, credible sources of independent advice that leaders and owners are seeking out as their businesses regain post-recession value. We did the survey to better understand the people we'll serve most in the coming years,” he adds.

Incoming CICBV Chair, Eleanor Joy, sees great opportunity for the organizations that get it right: "Our study shows the leaders and owners who do well aren't sitting back and waiting for something to happen. They're getting tougher on the numbers, widening their circle of advice, addressing internal inefficiencies and growing by taking advantage of new market realities. Uncertainty may dominate the conversation, but as one leader said, we're learning to manage in chaos."

Detailed findings and methodology for the CICBV study that was completed May 2011 will be available as a downloadable .pdf to CBV professionals, students and to media on June 13, 2011.

Chartered Business Valuators are designated professionals in Canada who quantify the value of entire businesses or individual business assets including intangible assets by applying rigorous standards, using proven approaches and employing techniques considered Best Practices worldwide.

The Canadian Institute of Chartered Business Valuators was founded in 1971 and is headquartered in Toronto with Board representation from across Canada. The CICBV oversees the qualification, certification, continuing education, ethical, professional and discipline standards of CBVs.

To arrange interviews with Farley Cohen, Eleanor Joy or for more information please call or email:

Priscilla Dixon, Tenzing Communications
416-367-1557 priscilla@gotenzing.com