

IBBA Board Elections

Candidate Information Form



Tanya Popov
MCBI, CM&AP, CEPA, BCA

INIX Consulting & Brokerage, LLC

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Please tell us about your background, your location, any associations with franchises, affiliates and the like, your past experience before business brokerage, your years in the business, your current IBBA involvements, and any other key factors members may like to learn about you.

I am a founder of INIX Consulting & Brokerage, an independent boutique firm based in Bloomfield Hills, Michigan, and have been a dedicated professional in the business brokerage industry for the past 15 years.

Before entering business brokerage, I developed a strong financial background in the corporate world and further enriched my experience by founding, growing, and selling my own company. This experience gave me invaluable insights into the challenges and rewards of business ownership, which have been instrumental in my success as a business broker.

I am proud to be a graduate of the inaugural cohort of the Master CBI program. In addition, I hold several other notable designations, including CM&AP, CEPA, and BCA. As a big advocate for continuing education, I am passionate about advancing the standards of the business brokerage industry and am dedicated to giving back to the community that has given so much to me over the years.

I truly love our organization, and have participated in multiple committees, including the Affiliate Council, Market Pulse, and Conference Committee, among other initiatives.

My leadership extends to my role with the Michigan Business Brokers Association (MBBA), where I have been at the helm for over a decade. One of my most notable accomplishments has been securing a partnership with the IBBA, further strengthening the MBBA's value to our membership.

Locally, I have been deeply involved with the local Chamber of Commerce, where I am currently serving as President. I truly believe it's vital to be part of local community and be a valuable resource to business owners.

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I see the nomination to the IBBA Board as a natural progression of my long-standing commitment to the industry. I am genuinely looking forward to the opportunity to contribute even more to the community I value deeply.

Our primary END is that The IBBA exists so that business brokers, transaction advisors and business intermediaries have access to other Members and groups of this community, whereby they receive professional support, services and benefits and where the value the Members receive far exceeds the cost to them. What does this mean to you?

To me, the main goal of the IBBA is to keep our community strong by providing a place where members can connect, share ideas, and access valuable resources. The value that IBBA offers, well beyond the membership cost, helps us serve our clients better and elevate industry standards. As a Board member, I would focus on maintaining this value, making sure every member experiences the benefits—both tangible and intangible—of being part of this dynamic organization.

Our Governance model states that the Board does not use the expertise of individual Board members to substitute for the judgment of the Board, although the expertise of individual Board members may be used to enhance the understanding of the Board as a body. How do you think your experience will enhance the understanding of the board as the governing body?

As a Board member, I believe my role is not to impose my individual expertise but to contribute insights that can help the Board make well-rounded, informed decisions. Having served on various Boards for the past decade, I know firsthand the complexities of governance and the importance of balancing diverse perspectives. My experience has prepared me to contribute to the IBBA Board by enhancing our collective understanding with the goal to support a collaborative environment where each Board member's expertise is valued, leading to decisions that truly reflect the diverse needs of our membership.

Our Governance model states that as one of its primary jobs, the Board, as individual members and as a whole, have direct responsibility to create the link between the Ownership and the operational organization. What does this mean to you?

For me, creating a link means acting as the bridge between our members' strategic vision and the daily operations of the organization. It's so important to ensure that our Board decisions reflect what our members need and expect while helping the operational team carry them out effectively. As Board members, our role is to listen to our members, understand their challenges, and turn that into actionable strategies. By keeping communication open, being approachable and staying connected, we make sure the IBBA remains relevant, responsive, and aligned with the goals of our community, which is essential for maintaining trust and helping our organization thrive.