



Conversation with a Certified Licensing Professional

Howard “Trace” Klein, CLP

Howard “Trace” Klein is a Senior Director – Forensic & Litigation Consulting with [FTI Consulting](#) and has more than 11 years of experience providing financial consulting services to attorneys and their clients in several major civil and criminal litigation matters, as well as matters before the International Trade Commission. The majority of Mr. Klein’s matters involve intellectual property disputes including patent infringement, trade secret misappropriation, and trademark infringement. He also has experience with accounting fraud, class-action lawsuits, general business disputes including breach of contract claims, as well as securities and white-collar crime issues. Mr. Klein is a licensed Certified Public Accountant in the state of Texas and a member of the American Institute of Certified Public Accountants. He earned the CLP credential in 2021.

When not reviewing licensing agreements, Trace, a nature enthusiast, spending his time outdoors.

Why did you decide to pursue CLP certification last year? Can you share your experience since having earned the credential?

As a damages expert/consultant, I have reviewed, analyzed, and aided with hundreds of license agreements across multiple industries as part of valuing intellectual property in its various forms. I wanted to get my CLP certification not only to give clients and other stakeholders confidence in my knowledge, experience and ability, but also to aid in creating a credible standard for all licensing professionals.

The CLP certification provides a public acknowledgement that I have strong knowledge and experience with the many complex issues relating to valuing and licensing intellectual property. Licensing involves so many factors and having my CLP shows that I have significant experience navigating these factors as part of valuing IP and analyzing license agreements. I think the CLP certification provides current and potential clients confidence in my skills, so in that sense the CLP has helped in several recent engagements.

What is your advice for other individuals who are considering pursuing CLP certification?

Gaining real-world experience is a key part of the certification and I believe is essential to have before pursuing the certification. I see CLP not as a first step in the industry but rather as a confirmation of your accumulated knowledge and skill over time. My advice to those seeking the CLP is to first ensure that you feel qualified from an industry experience standpoint. If you do, apply for the exam, and feel confident in your knowledge and experience.

Apart from my real-world experience, I took the prep course offered through LES. The course was an excellent resource on what to expect and how to prepare for the exam.

How does your employer support professional development? What was your employer’s role in your pursuit of CLP certification?

FTI Consulting does a great job supporting its professionals pursuing a variety of certifications and professional development opportunities. As an international organization with professionals specializing in a wide range of skill sets and disciplines, FTI Consulting understands the importance of certifications and industry recognition in many areas.

FTI Consulting’s leadership, and the Forensic & Litigation Consulting segment leaders in particular, recognize that CLP certification is a great way to bolster the reputation of its professionals. I actually learned about the CLP certification from my direct supervisor. He knew that the certification fit well with my background and encouraged me to pursue my CLP, even supporting taking the time for the prep course and studying for the exam. This is a great example of how FTI Consulting supports continuing education and career training for all its employees.

What is your advice for other employers considering investing in their licensing/IP staff through the CLP certification process?

Having employees who are CLP certified will certainly bolster the reputation of any group and provide clients, both internal and external, with increased confidence in the skills of those employees. In my mind, supporting employees pursuing CLP certification is a no-brainer.

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