













Times shown below are in Eastern time zone.

	<b>Welcome!</b>			
10:30–11:30 a.m. (ET) 1 Hr CPE	<i>Around the Valuation World Morning Show</i> <i>Around the Valuation World Correspondents</i>			
11:30–11:45 a.m. (ET)	<b>BREAK</b>			
<b>SESSION TRACKS</b>	<b>Track One</b>	<b>Track Two</b>	<b>Track Three</b>	<b>Track Four</b> <i>Moderated by Jessica Bailey-Wheaton and Todd Zigrang</i>
	<b>Business Applications, Communication, and Practice Management</b>		<b>Specialty Areas of Practice</b>	<b>Healthcare</b>
11:45–1:25 p.m. (ET) 2 Hrs CPE	<b>Cloud Migration Best Practices—Practical Guidance for Sole Practitioners and Small Accounting Firms</b> <i>Ben Podraza</i>	<b>The New Rules of Marketing—What's Working Now</b> <i>Lee Frederiksen</i>	<b>Emerging Issues in the Cannabis and Hemp Industries—Hot Buttons, Lessons Learned, and Trap Doors</b> <i>Ryan Cram, Ron Seigneur</i>	<b>Regulatory Overview for Valuation Professionals</b> <i>John Kirsner, Todd Zigrang</i>
1:25–1:40 p.m.	<b>BREAK</b>			
1:40–2:30 p.m. (ET) 1 Hr CPE	<b>Determining Consequential Damages—Lost Business Value vs. Lost Profits</b> <i>Mark Norris</i>	<b>Build the Never Ending Pipeline—How to Consistently Bring New Opportunities into Your Firm</b> <i>Greg Chambers</i>	<b>Collaborative Divorce for Financial Professionals</b> <i>Dorothy Haraminac Kerrie Merrifield</i>	<b>The Due Diligence Imperative in the Era of Value-Based Reimbursement</b> <i>Jessica Bailey-Wheaton Todd Zigrang</i>
2:30 p.m.–3:30 p.m.	<b>LUNCH BREAK</b>			
<i>Lunch Activities</i> 2:40–3:20 p.m. (ET) (No CPE)	<i>Awards and Recognition Luncheon</i>			
3:30–5:10 p.m. (ET) 2 Hrs CPE	<b>Normalizing Owner Compensation with RCReports Demonstration</b> <i>Paul Hamann, Stephen Kirkland</i>	<b>Future-Proof Your Practice—Create a Minimum Viable Service</b> <i>Rod Burkert</i>	<b>Calculating Lost Earnings or Lost Economic Support for Truck Drivers</b> <i>Shannon Shipp</i>	<b>The Valuation of Healthcare Enterprises in a Changing Reimbursement Environment</b> <i>Lisa Han, Todd Zigrang</i>
5:10–5:25 p.m.	<b>BREAK</b>			
5:25–6:15 p.m. (ET) 1 Hr CPE	<b>Oops! How to Avoid a Trip to the Ethics Committee</b> <i>Robert Schlegel</i>	<b>Understanding the New Small Business Bankruptcy Process</b> <i>Michael Pakter</i>		<b>Stark Law Modernization—The Healthcare Valuation Implications</b> <i>Jessica Bailey-Wheaton Todd Zigrang</i>
6:30–7:30 p.m. (ET) (No CPE)	<b>NETWORKING EVENTS</b>			
	<b>Mixology Class</b>			

Sessions and Presenters subject to change.

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	<b>Welcome!</b>		
10:00–11:50 a.m. (ET) 2 Hrs CPE	<b>Solid Numbers, Cutting Edge Methodology, and Thorough Research— Are They Enough to Persuade the Judges?</b> <i>Moderated by Michael Kaplan; Panel: Honorable Judge Timothy S. Driscoll, Honorable Judge Steven I. Platt (Ret.), Honorable Judge Christopher P. Yates</i>		
11:50 a.m.–12:05 p.m.	<b>BREAK</b>		
<b>SESSION TRACKS</b>	<b>Track One</b>	<b>Track Two</b>	<b>Track Three</b> <i>Moderated by Jessica Bailey-Wheaton and Todd Zigrang</i>
	<b>Business Applications, Communication, and Practice Management</b>	<b>Specialty Areas of Practice</b>	<b>Healthcare</b>
12:05–1:45 p.m. (ET) 2 Hrs CPE	 <b>So You Think You Can Write—A Practical Guide to Creating Reports and Other Business Communication</b> <i>Nancy McCarthy</i>	 <b>Bitcoin: An Intro to Crypto</b> <i>Dorothy Haraminac</i>	 <b>Competitive Forces in the Healthcare Industry</b> <i>Roger Strode, Todd Zigrang</i>
1:45–2:45 p.m.	<b>LUNCH BREAK</b>		
<i>Lunch Activities</i> 1:55 –2:35 p.m. (ET) (No CPE)	<i>Exhibitor Meet &amp; Greet</i> <i>CoreValue Software Business Consulting System</i>		<i>Exhibitor Meet &amp; Greet</i> <i>KeyValueData / BVDataWorld Database Overview</i>
	<b>Lunch/Meet Up with Your Buddies, Colleagues, Presenters, and Exhibitors</b> <i>Go to Meetings on the Platform and Schedule times/Zoom rooms to chat over lunch!</i>		
2:45–3:35 p.m. (ET) 1 Hr CPE	 <b>Dealing with Cybersecurity Risk in Business Valuation</b> <i>Raymond Hutchins, Dave Miles</i>	 <b>Working Together—Valuations for Financial Reporting Intertwine the Tangible and Intangible</b> <i>Douglas Krieser</i>	 <b>Development of a Commercial Reasonableness Opinion</b> <i>Jessica Bailey-Wheaton Todd Zigrang</i>
3:35–3:50 p.m.	<b>BREAK</b>		
3:50–5:30 p.m. (ET) 2 Hrs CPE	 <b>Red Flags to Fraud/Misrepresentation in a Small Business Valuation</b> <i>Dr. Robert K. Minniti</i>	 <b>Becoming a Strategic Growth Consultant</b> <i>John Leonetti, George Sandmann</i>	 <b>Technological Advancements in the Healthcare Industry</b> <i>Jessica Bailey-Wheaton Todd Zigrang</i>
5:30–5:45 p.m.	<b>BREAK</b>		
5:45–6:35 p.m. (ET) 1 Hr CPE	 <b>Controlling Your Destiny through Independent Contracting</b> <i>Shari Lutz, Sarah Spelts</i>	 <b>Hypothetically Speaking</b> <i>Bill Ditty</i>	 <b>Valuation Implications of COVID-19</b> <i>Dan Chen, Todd Zigrang</i>
6:50–7:50 p.m. (ET) (No CPE)	<b>NETWORKING EVENT</b>		
	<b>Food and Wine Pairing Class</b>		

*Sessions and Presenters subject to change.*

# Wednesday, August 5, 2020

*(Additional Registration Fee Required)*



*Industry Standards and Ethics* and *Current Update in Valuations* are **not** a part of the conference package and requires an additional registration fee. Call Member/Client Services (800-677-2009) if interested in attending. All Conference attendees may attend the two sessions during the lunch break.

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	<b>Welcome!</b>	
8:30–10:20 a.m. (ET) 2 Hrs CPE	<b>Industry Standards and Ethics</b> <i>Mark Kucik, C. Zachary Meyers, Carl Steffen</i> (Additional Registration Fee Required)	
10:20–10:35 a.m.	<b>BREAK</b>	
<b>SESSION TRACKS</b>	<b>Current Update in Valuations (CUV) Symposium</b> (Additional Registration Fee Required)	
10:35–12:15 p.m. (ET) 2 Hrs CPE	<b>Current Update in Valuations—Federal and State Case Law Update and Tips on Standards</b>	
12:15–12:30 p.m.	<b>BREAK</b>	
12:30–2:10 p.m. (ET) 2 Hrs CPE	<b>Current Update in Valuations—COVID-19 Impact to Professional Standards, Report Writing Considerations, Timeline of Significant Events, DCF, and Company Specific Risk</b>	
2:10–3:10 p.m.	<b>LUNCH BREAK</b>	
<i>Lunch Activities</i> 2:20–3:00 p.m. (ET) (No CPE)	<b>The Value of NACVA Membership/EconAssist™</b> <i>Jonathan Jackson</i> <i>Brien Jones</i>	<b>Exhibitor Meet &amp; Greet</b> <i>ValuSource   Using Valuation Software in Your Practice</i>
3:10–4:50 p.m. (ET) 2 Hrs CPE	<b>Current Update in Valuations—Industry Insights and Expert Insights</b>	
4:50–5:05 p.m.	<b>BREAK</b>	
5:05–6:45 p.m. (ET) 2 Hrs CPE	<b>Current Update in Valuations—Industry Insights and Expert Insights, continued</b>	

*Sessions and Presenters subject to change.*

**For session details and faculty bios, visit [BVFLSConference.com](http://BVFLSConference.com)**

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	<b>Welcome!</b>			
8:30–9:30 a.m. (ET) 1 Hr CPE	<i>Around the Valuation World Morning Show</i> <i>Around the Valuation World Correspondents</i>			
9:30–9:40 a.m.	BREAK			
9:40–11:20 a.m. (ET) 2 Hrs CPE	<b>KEYNOTE: Living Beyond Your Practice in the New Decade—Your Path to a Practice that Thrives While Giving You a Life You Want</b> <i>Mel Abraham</i>			
11:20–11:35 a.m.	BREAK			
SESSION TRACKS	Track One	Track Two	Track Three	Track Four <i>(Co-Sponsored by ValuSource)</i>
	Business Valuation and Financial Litigation—How to Do It: From Foundations to Advanced		Current Trends	Databases and Software Tips and Tricks
11:35–1:15 p.m. (ET) 2 Hrs CPE	<b>Litigation Case Study—Explaining and Presenting Your Cost of Capital Estimates</b> <i>Roger Grabowski</i>	<b>Lost Profits and the Modern New Business Rule—How it Works and How Defendants Try to Attack It</b> <i>Allyn Needham</i>	<b>Standards of Value—Theory and Applications</b> <i>Jay Fishman</i>	<b>Learn to Effectively Use KeyValueData's 21 Databases to Find the Data You Need, Analyze It, and Incorporate It Into Your Valuation Report</b> <i>Dave Miles</i>
1:15–1:30 p.m.	BREAK			
1:30–2:20 p.m. (ET) 1 Hr CPE	<b>Tax Calculations and Adjustments for BV—A Critical Skill for CPAs and Non-CPAs</b> <i>Chris Hamilton</i>	<b>The Practical Use of Data Analytics in Your Forensics Practice</b> <i>Rebekah Smith</i>	<b>The Epidemic of Financial Elder Abuse and How We Can Help</b> <i>Karen Kaseno</i>	<b>Damages Advocate—Creating Better Personal Injury, Wrongful Death, and Employment Law Damage Calculations in Less Time</b> <i>Jeff Harwell</i>
2:20–3:20 p.m.	LUNCH BREAK			
<i>Lunch Activities</i> 2:30–3:10 p.m. (ET) (No CPE)	<b>Exhibitor Meet &amp; Greet</b> <i>Pocket Expert.Solutions</i>	<b>Lunch/Meet Up with Your Buddies, Colleagues, Presenters, and Exhibitors</b> <i>Go to Meetings on the Platform and Schedule times/Zoom rooms to chat over lunch!</i>		
3:20–5:00 p.m. (ET) 2 Hrs CPE	<b>Advanced Issues Using the Single Period Capitalization of Cash Flow Model</b> <i>Richard Goeldner</i>	<b>Forensic Asymmetries</b> <i>Darrell D. Dorrell</i>	<b>ESOP—Disrupting the Exit Strategy Platform</b> <i>Stephen White</i>	<b>BVM Pro—Using Valuation Software to Perform Better Valuations in Less Time</b> <i>Dave Miles</i>
5:00–5:15 p.m.	BREAK			
5:15–6:05 p.m. (ET) 1 Hr CPE	<b>Testing, Validating, and Supporting Company Specific Risk—Do We Have a Philosopher's Stone?"</b> <i>Lari Masten</i>	<b>COVID Relief for Businesses—SBA PPP Forgiveness and Main Street Lending Program</b> <i>Rebekah Smith</i>	<b>NextGen Practitioners—The Future is Here</b> <i>Hubert Klein</i>	<b>How the Subsequent Event Standards Impact Your Business Valuation in light of COVID-19</b> <i>Marc Bello</i>
6:05–6:20 p.m.	BREAK			
6:20–7:10 p.m. (ET) 1 Hr CPE	<b>Hardball with Hitchner—Solid Answers to Your Tough Questions</b> <i>Jim Hitchner and Panelists</i>			

Sessions and Presenters subject to change.

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	<b>Welcome!</b>		
9:30–11:20 a.m. (ET) 2 Hrs CPE	<b>Vision 2020—The Future of Our Profession and Your Role In It</b> <i>Z. Christopher Mercer</i>		
11:20–11:35 a.m.	<b>BREAK</b>		
<b>SESSION TRACKS</b>	<b>Track One</b>	<b>Track Two</b>	<b>Track Three</b>
	<b>Business Valuation and Financial Litigation—How to Do It: From Foundations to Advanced</b>		<b>Current Trends</b>
11:35–1:15 p.m. (ET) 2 Hrs CPE	<b>COVID-19 and the TCJA— Impact on the Valuation of C Corps and Pass-Through Entities</b> <i>Daniel Van Vleet, William McInerney</i>	<b>Divorce Taxation Including the Impact of the 2017 TCJA</b> <i>Jeff Urbach</i>	<b>The Baby Boom Tsunami of Exiting Owners has Reached the Shoreline—How to Position Your Practice to Address the Marketplace Opportunity</b> <i>John Leonetti, Chris Mellen</i>
1:15–1:30 p.m.	<b>BREAK</b>		
1:30–2:20 p.m. (ET) 1 Hr CPE	<b>“Oh, say can you see”— Why Our View from the Weeds, Trees, and Forest can Influence Equity Value Assessment</b> <i>Carl Sheeler</i>	<b>Cautionary Tales of Valuation Adjustments and Potential Forensic Implications in Litigation</b> <i>Karolina Calhoun</i>	<b>Keeping Up with the Joneses— <i>Jones v. Commissioner</i>: More than Just Tax Affecting</b> <i>Chris Treharne</i>
2:20–3:20 p.m.	<b>LUNCH BREAK</b>		
<i>Lunch Activities</i> 2:30–3:10 p.m. (ET) (No CPE)	<b>Exhibitor Meet &amp; Greet</b> <i>Pocket Expert.Solutions</i>	<b>Lunch/Meet Up with Your Buddies, Colleagues, Presenters, and Exhibitors</b> <i>Go to Meetings on the Platform and Schedule times/Zoom rooms to chat over lunch!</i>	
3:20–5:00 p.m. (ET) 2 Hrs CPE	<b>Using Regression Analysis in the Market Approach (GCTM)</b> <i>Fred Hall</i>	<b>Audit Evidence Versus Forensic Evidence</b> <i>Francisco "Frank" Rosillo</i>	<b>Angel Eyes—Valuing the Start-Up Company from the Perspective of the Investors</b> <i>Jamison Rounds</i>
5:00–5:15 p.m.	<b>BREAK</b>		
5:15–6:05 p.m. (ET) 1 Hr CPE		<b>Role of Financial Litigation Consultants in Class Certification</b> <i>Michael Pakter</i>	<b>Five Second Impression—Data Visualization for More Effective and Persuasive Reports</b> <i>Don Drysdale</i>
6:05–6:20 p.m.	<b>BREAK</b>		
6:20–7:10 p.m. (ET) 1 Hr CPE	<b>Hardball with Hitchner—Solid Answers to Your Tough Questions</b> <i>Jim Hitchner and Panelists</i>		
7:10 p.m.	<b>Conference Concludes</b>		

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