



NACVA AND THE IBA'S 2010 ANNUAL CONSULTANTS' CONFERENCE **SESSION SUMMARY**

THE FONTAINEBLEAU MIAMI BEACH

MIAMI BEACH, FL USA

Track: IBA Symposium

Session Title: *The Market Approach in Times of Trouble*

Session Summary: This session will examine whether multiples have changed during the period of recession and how appraisers can still use market data to develop value conclusions. Focus will be on using data from databases such as IBA, Pratt's Stats, BIZCOMPs, and Mid-Market Comps, and how to validate and adjust the data.

CPE Hours / Fields of Study: Two (2) hours / Specialized Knowledge & Applications (SK&A)

Presenter Bio:



Robert C. Schlegel, MCBA, ASA, is a principal with Houlihan Valuation Advisors, a national firm of valuation and capital consultants. Rob has worked extensively in business appraisal, marital and partnership dissolutions, estate planning, market studies, statistical analysis, forensic accounting, and serving as an expert witness in Federal and Indiana courts.

A frequent author and trainer, his recent publications include articles in *Fair\$hare*, *the Matrimonial Law Monthly*, *the Matrimonial Strategist*, *the Indiana Lawyer*, *the Handbook of Business Valuation*, and *the Personal Property Journal* from the American Society of Appraisers ("ASA"). Rob has addressed many regional and international conventions and led local workshops on corporate finance and building business value, as well as serving as a national instructor for the Institute of Business Appraisers and the ASA.

Rob has received designations as a Master Certified Business Appraiser and Accredited Senior Appraiser plus four technical designations in information systems management.