



Business Valuation: Fundamentals, Techniques & Theory (FT&T) Accelerator™ Jumpstart Your Valuation Practice!

Co-Sponsored by the National Association of Certified Valuators and Analysts

M o d e r a t o r B i o g r a p h y



Mark G. Kucik

CPA, CVA, CM&AA
The Kucik Valuation Group, LLC
444 North Michigan Avenue
12th Floor, #203 PMB
Chicago, Illinois 60611
P: (312) 283-3045
F: (708) 422-9703
E: kucik@kucikvg.com

Mark G. Kucik is founder of The Kucik Valuation Group, LLC, of Chicago, Illinois, specializing in business valuations of family-owned and closely held securities for use in estate tax planning, financial statement reporting, estate tax returns, gift tax returns, buy/sell agreements, purchase/sale transactions, ESOPs, economic damages, matrimonial and shareholder disputes. Mr. Kucik is the current Chair of the NACVA Executive Advisory Board, past Chair of the NACVA Standards Committee, a member of the International Glossary Task Force, a member of the North American Business Valuation Standards Council, an instructor on NACVA's Training Development Team, and served on NACVA's Education Board. He has over 22 years of professional experience, 12 years specialized in business valuation. Mr. Kucik was awarded NACVA's Outstanding Member Award, NACVA's "Outstanding Instructor" award, and "Instructor of Great Distinction" award, and NACVA's "Circle of Light" award. He also presents valuation seminars throughout the Chicago area. Mr. Kucik is a Certified Public Accountant (CPA), Certified Valuation Analyst (CVA) and Certified Mergers and Acquisitions Analyst (CM&AA). He is a member of the American Institute of Certified Public Accountants (AICPA), and the Illinois CPA Society (ICPAS). Mr. Kucik is a graduate of Loyola University of Chicago. May 2007

Instructor for:

Business Valuation: Fundamentals, Techniques & Theory
Applications and Calculations of the Income and Asset Approaches

Advanced Valuation: Applications and Models

Cornerstones of Financial Forensics

M o d e r a t o r B i o g r a p h y



Rod P. Burkert

CPA, ABV, CVA
Burkert Valuation Advisors, LLC
PMB 5495
413 Walnut Street
Green Cove Springs, FL 32043
P: (215) 360-6100
E: rod.burkert@burkertvaluation.com

Rod Burkert is the founder of Burkert Valuation Advisors, LLC, a business valuation and litigation support firm. Rod performs appraisals for companies operating in a wide variety of industries. His assignments focus primarily on valuations for income/gift/estate situations, divorce proceedings, partner/ shareholder disputes, and commercial damage/economic loss matters. He also provides independent report review and project consulting services to assist attorneys and fellow practitioners with their engagements.

Between 1996 and 2005, Rod was a member of and a lead instructor for NACVA's Consultants Training Institute. Missing the classroom environment, he rejoined NACVA's teaching circuit in 2011. Rod is a recipient of various NACVA instructor awards, including the "Circle of Light" (the highest distinction given to NACVA instructors) and "Instructor of the Year", and has been named one of NACVA's "Outstanding Members". He is also a past chairman of NACVA's Executive Advisory Board and Education Board.

Rod is aggressively using social media to establish a mobile consulting practice. This allows him, his wife Amy, and their two dogs to travel full time in an RV for Amy's business venture, GoPetFriendly.com. July 2012

Instructor for:

Business Valuation in Litigation

Report Writing: Review and Analysis

I n s t r u c t o r B i o g r a p h y



Mel Abraham

CPA, CVA, ABV, ASA

Mel Abraham, CPA, CVA, ABV, ASA

543 Country Club Drive, Suite B543

Simi Valley, California 93065

P: (805) 578-1515

F: (805) 293-8950

E: mel@melabraham.com

Mel Abraham is the author of *The Entrepreneur's Solution: Getting the Mind-Set & Mechanics of a Millionaire* and founder of Business Breakthrough Academy. As the CEO of a strategic consulting services firm, Mel has helped entrepreneurs, businesses, and management teams across the country create meaningful, fulfilling careers/ventures while accomplishing their mission. As an inspiring leader and in-demand speaker, trainer, and mentor, Mel has worked with numerous leaders, entrepreneurs, and organizations. He has assisted them to combine the practical elements of business tactics and strategies with the psychological essentials of the entrepreneurial mind to more effectively execute their vision and establish a meaningful legacy.

Mel is a Certified Public Accountant with over two decades of experience as a financial expert, valuation expert, and business and success strategist. Mel is a Success Strategy Coach and Master Practitioner in Neuro-Linguistic Strategies. Mel is regularly sought after for consulting and valuation engagements around the country such as family limited partnerships, co-tenant interest valuations, operating businesses as well as various entities. These projects have ranged from small family owned businesses to large \$1.7 billion companies.

He has also represented the Internal Revenue Service as their valuation expert in numerous cases and was jointly retained by taxpayers and Internal Revenue Service under the authorization of the U.S. Tax Court to provide a valuation of numerous entities that was to be binding on all parties.

Mel is the 2010 recipient of the Thomas R. Porter Lifetime Achievement Award for his character, leadership and achievements professionally and civically. He is one of the primary instructors of the NACVA's National Training Team as well as an Adjunct Professor at the University of San Diego Law School. Mel has been a guest lecturer for Tax Court Judge, the Honorable David Laro, at his LLM program at the University of San Diego Law School on valuation issues. Mel has been a featured presenter at numerous state tax institutes around the country, Internal Revenue Service continuing education conferences and at the NACVA Annual Conferences as well as at the AICPA Annual Business Valuation Conference in 2001 through 2005. Further, Mel is the recipient of NACVA's 1998 "Circle of Light" award (NACVA's highest instructor distinction), "Instructor of Exceptional Distinction" (thirteen consecutive years—1997 through 2009), 1997 "Instructor of the Year" award as well as the 1996 "Outstanding Member" award. Mel was awarded the Volunteer of the Year Award in 2005 by the AICPA and was voted one of the Top 25 CPAs by the San Fernando Valley Business Journal. Mel was the Chairman of the 2003 and 2005 AICPA Valuation Conference.

He (a two-time inductee into the United States Martial Arts Hall of Fame) is the Founder and President of The SAVE Foundation, a non-profit charitable organization that provides programs and funding to assist those that have been or may be victims of abuse and violence as well as raise the public awareness to the problem and educate them in prevention. He is the Founder of the Business Breakthrough Academy. This academy shows you how true value is created in businesses. It helps identify people's potential as well as blind spots as an entrepreneur and provide an understanding of the traits that "synergistically successful" entrepreneurs possess. It addresses both "left brain" needs for systems, controls and processes and the "right brain" requirements of relationships, communication, philosophy and cultures. These are further enumerated in his soon-to-be released book titled *The Entrepreneur's Solution: Getting the Mindset & Mechanics of a Millionaire!*

Mel has fostered this model for Sustainable Success while serving on the boards of various organizations, consulting for business owners and coaching youth and college-age students. In fact, Mel is in the process of creating the non-profit Entrepreneurial Youth Project to teach these skills to college and college bound youth, so that they develop the proper thought processes, inner resources, and habits to thrive in any economic conditions. Mel holds numerous professional certificates, including as a Master Practitioner in Neuro-Linguistic Strategies. March 2012

I n s t r u c t o r B i o g r a p h y



Marc Bello

CPA/ABV, CVA, CFFA, MST
Edelstein & Company, LLP
24 School Street
Boston, Massachusetts 02108
P: (617) 227-6161
F: (617) 589-0530
E: mbello@edelsteincpa.com

Marc Bello is a Partner at Edelstein & Company LLP. Marc specializes in performing business valuations in the context of marital dissolution, financial reporting, gift and estate taxation, dissenting shareholder actions, and stock options. He also works extensively providing litigation support services as an expert witness in the areas of valuation, forensic accounting, lost profits, business interruptions, economic damages, and taxation.

He is currently serving a three-year term as an elected member of the Executive Advisory Board for NACVA. He currently serves on the Editorial Advisory Board for the National Litigation Consultants' Review and serves on the Family Law Advisory Committee for Massachusetts Continuing Legal Education. Marc was a past chair person of the Valuation Credentialing Board for NACVA.

Marc is an instructor for the National Association of Certified Valuators and Analysts (NACVA) and has been instrumental in the development of courses within their business valuation curriculum. Courses he has contributed to include *Current Updates in Business Valuation; Business Valuation Fundamentals for CPAs; Fundamental, Techniques and Theory; and Business Valuations: Applications and Calculations of the Income and Asset Approaches*. Additionally, he regularly presents for Massachusetts Continuing Legal Education and the Massachusetts Bar Association.

He is a member of the American Institute of CPAs, the Massachusetts Society of CPAs, National Association of Certified Valuators and Analysts, and the Institute of Business Appraisers.

Within the community, Marc serves on the Board of Directors of Camp Bauercrest and participated in the Pan Mass Challenge for over 10 years. January 2011

Instructor of:

Business Valuation Fundamentals for CPAs Workshop

Cornerstones of Financial Forensics

Current Update in Valuation

Intermediate Business Valuation Training Center

Online Business Valuation Training Center

I n s t r u c t o r B i o g r a p h y



Darrell Dorrell

CPA/ABV, MBA, CVA, ASA, CMA, DABFA

financialforensics®

Kruse Woods 1

5285 SW Meadows Road, Suite 340

Lake Oswego, Oregon 97035

P: (503) 636-7999

F: (503) 639-9113

E: darrelld@financialforensics.com

Darrell Dorrell is a founding partner of **financialforensics®**, a boutique forensic accounting practice in Lake Oswego, OR. He practices in civil and criminal matters throughout the U.S. and has served as an expert witness/consultant in 500+/- matters; additional assignments exceed 1,000+/- . They include alter ego, anti-trust, bankruptcy, breach of contract, estate/gift taxes, family law, fraud, fraudulent conveyance/transfer intellectual property, lost profits, patent, solvency/insolvency, trademark, trade dress, and trade secrets.

A nationally recognized speaker and author, Darrell has delivered more than 100 training presentations on forensic accounting-related topics during the last five years. His presentations span 23 states (including 12 state CPA societies), Puerto Rico, and Canada. He has provided training to the Federal Bureau of Investigation (FBI), United States Department of Justice (USDOJ), Securities and Exchange Commission (SEC), American Bar Association, Bankruptcy Bar Association, Oregon Bar Association, Washington Bar Association, American Society of Appraisers (ASA), American Institute of Certified Public Accountants (AICPA), National Association of Certified Valuators and Analysts (NACVA), Pricewaterhouse Coopers, Association of Certified Fraud Examiners, Association of Insolvency & Restructuring Advisors, Institute of Management Accountants, International Law Enforcement Auditors Association, SEAK, CPAA International, Inc., AGN, Inc., and Turnaround Management Association.

Darrell has published more than 70 articles in the *American Journal of Family Law*, *Business Appraisal Practice*, *CPA Journal*, *Financial Valuation and Litigation Expert*, *Sarbanes-Oxley Compliance Journal*, *Litigation Counselor*, *National Litigation Consultants Review*, *The Value Examiner*, RIA's *Valuation Strategies*, and the *United States Attorneys' Bulletin*. Additionally, he has been cited in *Bloomberg Wealth Manager*, *Business Week*, *IR Magazine*, the *Portland Oregonian*, the *Practical Accountant* and *Drunkard's Walk: How Randomness Rules Our Lives*, a New York Times best-seller and authored the forensic accounting chapter in "Valuation for Dummies." Also, he has been featured on National Public Radio (NPR), WYNC "RadioLab," the "Small Business Television" network, and the "First Business News Network Television."

His financial forensics, forensic accounting, investigative, damages, valuation, fraud, and related expertise is extensive. Most significantly, he developed the Forensic Accounting/Investigation Methodology® (FA/IM®), and he co-authored for the United States Department of Justice (USDOJ) the March 2005, Vol. 53 No. 2 issue, i.e. *Financial Forensics I-Counterterrorism: Conventional Tools for Unconventional Warfare* and the May 2005 Vol. 53 No. 3 issue *Financial Forensics II-Forensic Accounting: Counterterrorism Tactical Weaponry*. Both issues are available via the public site: http://www.usdoj.gov/usao/eousa/foia_reading_room/foiamanuals.html. January 2011

Instructor of:

Forensic Accounting Academy™

Forensic Accounting Clinic™

I n s t r u c t o r B i o g r a p h y



Richard Gray

CPA/ABV, CVA, ASA

Alpern Rosenthal

440 Columbia Drive, Suite 500

West Palm Beach, FL 33409

P: (561) 689-7888

F: (561) 689-0478

E: rgray@alpernfl.com

Richard Gray, Certified Public Accountant (CPA)/Accredited in Business Valuation (ABV), Certified Valuation Analyst (CVA), and Accredited Senior Appraiser (ASA). Rick has specialized in the fields of business valuation and litigation support services full time for over eighteen years. He received a Bachelor of Science degree from the University of Maryland in 1978 and a Master's degree in Business Administration from Loyola College in Baltimore in 1982. After a number of years in the health care industry, Rick decided to enter public accounting and successfully completed the Certified Public Accountant exam in 1988 and began his career as an auditor and consultant with Deloitte & Touche. Rick is currently licensed as a CPA in both Florida and Maryland. He is a member of the American Institute of Certified Public Accountants (AICPA), the National Association of Certified Valuators and Analysts (NACVA), and the American Society of Appraisers (ASA). He is a member of both the Florida Institute of Certified Public Accountants, where he is an instructor in their state-wide Ethics course, and the Maryland Association of Certified Public Accountants. Rick has also taught for the Becker Professional Review Course, instructing candidates in the preparation of both the CPA and CFA examinations.

Rick has qualified as an expert witness for litigation engagements in Maryland, Florida, and northern Virginia. He has made a number of presentations at both the local and national level and has authored articles in the areas of business valuation and litigation support. He is very active in the NACVA, serving as past Chairperson of both the Valuation Credentialing Board and the Executive Advisory Board. He is currently the Chairperson of the Education Quality Assurance Board. In addition to his Board duties, Rick is a member of NACVA's Speakers Bureau, the Examination Grading/Mentoring Team, and serves as an instructor for the Consultants' Training Institute. Rick was awarded the "Instructor of the Year" in 2008 and received NACVA's "Circle of Light" award in 2009. June 2012

Instructor for

Business Valuation Training Center: Fundamentals, Techniques & Theory (FT&T)

Applications and Calculations of the Income and Asset Approach

Advanced Valuation: Applications and Models

I n s t r u c t o r B i o g r a p h y



Robert J. Grossman

CPA/ABV, ASA, CVA, MST, CBA
Grossman, Yanak & Ford, LLP
Three Gateway Center, Suite 1800
Pittsburgh, Pennsylvania 15222
P: (412) 338-9300
F: (412) 338-9305
E: grossman@gyf.com

Robert Grossman has practiced in the public accounting arena for over three decades. During his career, he has developed a significant base of experience in operational, tax, and valuation issues that affect privately held businesses and their owners. The breadth of his involvement encompasses the development and implementation of innovative business and financial strategies designed to maximize owner wealth by minimizing overall tax obligations and optimizing operational performance, resulting in business value enhancement.

After graduating from St. Vincent College in 1979 with Highest Honors in Accounting, Mr. Grossman joined an international accounting firm in Pittsburgh and later earned a Master of Science degree in Taxation with Honors from Robert Morris University. He is a CPA in Pennsylvania and Ohio. He attained his National Association of Valuators and Analysts (NACVA) qualification as a Certified Valuation Analyst (CVA) in 1992. Mr. Grossman is Accredited in Business Valuation by the American Institute of Certified Public Accountants (AICPA) and has attained a Certificate of Achievement in Business Valuation from the organization. He also carries the well-recognized credentials of Accredited Senior Appraiser and Certified Business Appraiser.

Mr. Grossman has been a member of NACVA for 20 years. He served on NACVA's Executive Advisory Board and is a past Chair of that board (2006/07) as well as past Chair of NACVA's Education Board (2003/04). He currently chairs the NACVA Standards Committee and he is a member of the Ambassadors' Club. He also serves as an instructor for the *Current Update in Valuations* team as well as the *Intermediate Business Valuation Training Center and Advanced Valuation: Applications and Models* class.

Mr. Grossman is a member of the American and Pennsylvania Institutes of Certified Public Accountants and previously chaired the Pittsburgh Committee on Taxation. He is a member of the Allegheny Tax Society and past board member of the Pittsburgh Chapter of the American Society of Appraisers, as well as current member and former President of the Estate Planning Council of Pittsburgh.

Mr. Grossman has also served as a national instructor for the American Society of Certified Public Accountants, for which he taught advanced business valuation classes to professionals. He has also served as an adjunct professor at Duquesne University in Pittsburgh, teaching business valuation theory to students in the MBA program. He also serves as a Subject Matters Expert as an Advisor in Pittsburgh-based Carlow University's Master of Science in Fraud and Forensics Program.

Mr. Grossman is well known nationally and in the Pittsburgh and tri-state business community. He has written numerous articles for several national and area business publications, as well as professional trade journals, including *The Value Examiner* and the *CPA Litigation Service Counselor*. Finally, he is a contributing author of *Financial Valuation-Applications and Models*, edited by James Hitchner, and serves on the panel of experts for the Financial Valuation and Litigation Expert.

Additionally, Mr. Grossman is a frequent speaker on various topics of interest to people associated with closely held businesses. He has been a guest on radio talks shows, discussing taxpayer problems during the filing season. He resides in Westmoreland County, Pennsylvania, with his wife, Susan. They have two children, Matthew and Alyssa. March 2012

Instructor for: Advanced Valuation: Applications and Models / Current Update in Valuations / Intermediate Business Valuation Training Center Workshop

I n s t r u c t o r B i o g r a p h y



Chris Hamilton

CPA, CVA, CFE, DABFA
Arxis Financial, Inc.
2468 Tapo Canyon Road
Simi Valley, California 93063
P: (805) 306-7890
F: (805) 306-7804
E: chamilton@arxisgroup.com

Chris Hamilton is a principal of Arxis Financial, Inc., Arxis Technology, Inc., and Arxis Wealth Management, LLC. These firms are involved in tax and accounting consulting, business valuation, litigation consulting, technology consulting, and financial planning. The firms are located in Simi Valley, California. Chris is a Certified Public Accountant, Certified Fraud Examiner, Certified Valuation Analyst, and a Diplomate with the American Board of Forensic Accounting. He is a licensed life and disability insurance agent and a General Securities Representative. Most of his professional time is spent in the areas of business valuations, forensic accounting, and litigation related engagements. He has served as an expert in civil, criminal, probate, and family court matters.

Chris has presented courses at national conferences, training institutes, and seminars around the country. He has presented sessions at the National Association of Certified Valuators and Analysts (NACVA) national conferences on topics including “The Affect of Asbestos Litigation on the Valuation of a Business,” “Executive Compensation and the Value of a Closely Held Company,” and other topics including the preparation of engagement letters and selecting capitalization/discount rates. Chris is part of the team teaching the *Advanced Valuation: Applications and Models* courses around the country for NACVA as well as *Fundamentals, Techniques, and Theory*. He is also an instructor with the NACVA Consultants’ Training Institute (CTI) and the *Business Valuation and Certification Training Centers*. He is regularly asked by civic and business groups to speak on a variety of topics related to his experience and expertise. Chris was named a “2004 Instructor of Exceptional Distinction” by NACVA.

Chris Hamilton has published valuation related articles in several publications including: *The Forensic Examiner*; *Los Angeles Lawyer*; *The Value Examiner*; *Valuation Strategies*, and the *Journal of Forensic Accounting*. Additionally, he wrote the course material for NACVA titled, “Capitalization/Discount Rates: Assessing the Alternatives” and “Advanced Case Law Update.” He currently serves on the editorial board and is a regular contributor to the NACVA publication, *Insights on Valuation*. He also co-authored *Financial Valuation—Application and Models*. July 2012

Instructor for

Advanced Valuation: Applications and Models

Business Valuations: Fundamentals, Techniques & Theory

BV: Applications and Calculations of the Income and Asset Approaches

Forensic Accounting Academy™

Intermediate Business Valuation Training Center

I n s t r u c t o r B i o g r a p h y



Mark Hanson

CPA/ABV, CVA
Schenck SC
200 E Washington Street, PO Box 1739
Appleton, WI
P: (920) 996-1150
F: (920) 224-1581
E: mark.hanson@schencksc.com

Mark A. Hanson is a Shareholder of Schenck & Associates SC, located in Appleton, Wisconsin. He has over 30 years of experience in including acting as trustee in bankruptcy in the investment, real estate, insurance, and construction industries. In addition, Mr. Hanson has served as an expert witness, conducted valuations on subjects ranging from shareholder disputes and divorce to wrongful discharge and business interruption claims. Mr. Hanson has been an accounting instructor at Northeast Wisconsin Technical College and the University of Wisconsin-LaCrosse. August 2007

Instructor for

Current Updates in Valuation

I n s t r u c t o r B i o g r a p h y



Michael G. Kaplan

CPA/ABV/CFF, CVA, CFFA
Kaplan, Abraham, Burkert Associates
350 South Figueroa Street, Suite 900
Los Angeles, California 90071
P: (818) 888-0066
F: (818) 888-8860
E: michael@kaplanforensics.com

Michael Kaplan has more than 37 years of experience in the areas of forensic accounting, business valuation, and litigation consulting. He is a cofounder of Kaplan, Abraham, Burkert Associates, Forensic Valuation Consultants. Mr. Kaplan is called upon regularly to serve as a forensic expert in litigation matters, including business litigation, professional malpractice matters, fraud and embezzlement, intellectual property, marital dissolution, loss of earnings, employment matters, and partner and shareholder disputes. He has qualified to testify in court as an expert witness in approximately 250 matters. Mr. Kaplan has also served as a court-appointed expert and accounting referee.

Mr. Kaplan is actively involved in the educational field. He has served on the faculty of the Marshall School of Business and Leventhal School of Accounting at the University of Southern California. He has lectured to various bar association groups, CPA groups, appraiser groups, and other professional organizations. Mr. Kaplan has also lectured at regional and worldwide conferences of international associations of accounting firms. He has developed and presented continuing education programs in financial and management accounting, economic damages, forensic accounting, business valuation, and the CPA's role in litigation. He has also authored publications in the areas of business valuation, lost profits, litigation practice marketing, valuation practice management, and expert testimony.

Mr. Kaplan is a principal member of the training development team of the National Association of Certified Valuers and Analysts (NACVA) and the Consultants' Training Institute (CTI). Mr. Kaplan is the recipient of NACVA's "Circle of Light" award (the highest distinction awarded to NACVA instructors), "Instructor of the Year" award, "Instructor of Exceptional Distinction" awards, and "Outstanding Member" award.

Mr. Kaplan is president of NACVA's Financial Forensics Institute and the American Institute for Expert Witness Education. He is the lead instructor of the *Litigation Bootcamp for Financial Experts, Cornerstones of Financial Forensics*, and *Expert Witness Bootcamp*. July 2012

Instructor for:

Business Valuation in Litigation Workshop

Cornerstones of Financial Forensics

Expert Witness Bootcamp

Litigation Bootcamp for Financial Experts

I n s t r u c t o r B i o g r a p h y



Howard Lewis

MS, ABAR, AVA
Institute of Business Appraisers
PO Box 17410
Plantation, FL 33318
P: (954) 607-6664
F: (954) 584-1184
E: hlewis@go-iba.org

Howard A. Lewis, M.S., AVA, ABAR, is the Executive Director of the Institute of Business Appraisers, the nation's oldest membership association serving the educational and accreditation needs of business appraisers. Prior to joining IBA in 2008, Howard served as the National Program Manager for the Engineering and Valuation Programs at the Internal Revenue Service. Howard worked for the IRS for over 32 years, serving as a valuation engineer, and first-level, mid-level, and top-level manager, both in the engineering and valuation programs, as well as the corporate examination programs. Howard was also the IRS' National Quality Improvement Coordinator, where he assembled, trained, and facilitated dozens of teams in their system improvement activities.

Howard received his graduate and undergraduate degrees in Industrial Engineering from New York University. His first job was as an industrial engineer with the largest elevator manufacturer in the world, where he specialized in work measurement and design, ranging from classical time and motion studies, to plant layout and design. Howard designed the packaging systems and field assembly procedures for the installation of the elevators at the World Trade Center, the largest project of its type at the time.

Howard began his IRS career as a field engineer, evaluating depreciation rates, plant construction capital budgeting and accounting, and learning the practice of real property appraisal and business valuation. Howard became a team leader, coach, and first-level supervisor, and managed groups in the 1980s and 1990s in New York, Philadelphia, Atlanta, Ft. Lauderdale, Maryland, Virginia, and Delaware. Howard became a mid-level manager in the mid-1980s and was responsible for the audit project of the largest tax protestor case in United States history.

In the late 1980s, Howard assisted in the design of a group decision support system (GDSS), developed at the University of Minnesota, and managed the largest research project using GDSS in history, encompassing thousands of teams in multiple sites. Howard constructed several decision rooms, implemented the GDSS systems, recorded results, facilitated and instructed teams, and collaborated in several published research papers, including an HICCS award-winning paper, presented in Hawaii, in the early 1990s.

Howard was selected in 2000 as the first IRS National Program Manager for the engineering and valuation programs. He created the national program, established the staffing of approximately 400, and focused on improving the knowledge, skill and abilities of the IRS engineers and appraisers. Howard wrote the first valuation standards ever implemented at IRS, created credentialing programs enabling hundreds of staff members to study for and attain their appraisal certifications, and worked with the leading national appraiser membership associations to strengthen the government-private partnership.

Howard lives in Coral Springs, Florida, with his wife, Ramona Anderson. They have eight children and, at latest count, 10 grandchildren. August 2012

I n s t r u c t o r B i o g r a p h y



Derald L. Lyons

CPA, CVA

Lyons & Seacrest, P.C., CPAs

4401 S Quebec Street, Suite 100

Denver, Colorado 80237

P: (303) 662-0487

F: (303) 771-1242

E: derald@lyonsandseacrestcpas.com

Derald Lyons is President of Lyons & Seacrest, P.C., CPAs. He has been a practicing CPA for over 30 years and has specialized in business valuations for much of that time. Derald's valuation specialties include: marital dissolution (including separate property tracing), tax (gift, estate, income tax, purchase price allocations, and S elections), dissenting shareholder actions, economic loss calculations, and mergers and acquisitions. He has been qualified as an expert witness and provided testimony regarding valuations and other financial matters on numerous occasions.

Derald is a nationally recognized author and presenter on valuation matters. He has also been recognized with numerous awards for his presentations. He is one of the primary instructors and contributing authors for the National Association of Certified Valuators and Analysts' (NACVA) Training Development Team. In this capacity Derald teaches *Business Valuations: Fundamentals, Techniques & Theory* (two days) and *Calculations & Applications of Income and Asset Approaches* (one day), as a requirement of NACVA's five-day valuation credentialing program. He is also an instructor for NACVA's three day *Advanced Valuation & Case Study Workshop*.

Derald is a co-author of the nationally recognized valuation treatise *Financial Valuation Applications and Models*, Second Edition, Wiley, 2006.

Derald is the recipient of NACVA's 2003 "Circle of Light Award" (NACVA's highest instructor distinction), the "Instructor of the Year" award in 2002, "Instructor of Exceptional Distinction" in 1999, and 2001–2008, and "Instructor of Great Distinction" in 1998 and 2000. In addition, Derald recently received NACVA's "Outstanding Member" award.

Derald is a past President of the Colorado Society of CPAs (1997 to 1998) and a Council Member for the AICPA (1996 to 2000). The Denver Business Journal has also recognized him in "Who's Who in Professional Services" in the Denver accounting profession, annually from 1998 to 2004. June 2010

Instructor of:

Business Valuation: Fundamentals, Techniques & Theory

Applications and Calculations of the Income and Asset Approaches

Advanced Valuation: Applications and Models

I n s t r u c t o r B i o g r a p h y



Lari B. Masten

MSA, CPA/ABV, CFF, CVA, ABAR
Masten Valuation
3773 Cherry Creek North Drive, Suite 575
Denver, Colorado 80209
P: (303) 229-5517
VM: (303) 331-4430
F: (303) 253-8835
E: lari@mastervaluation.com

Lari B. Masten focuses her professional time on business valuation, litigation, and consulting services as they apply to both private and public companies. She moved to Denver, Colorado, from Lubbock, Texas, in September of 2000 and has been in public accounting since 1987.

She has performed business valuations, economic damage calculations, purchase price allocations, and goodwill impairment testing for companies operating in a variety of industries including life sciences, personal/professional services, exploration and production of natural resources, manufacturing and distribution processes, real estate development and management, and agriculture-related service sectors.

She has been qualified as an expert witness, and her valuations, lost profits and damages calculations expert witness testimony have been for purposes of marital dissolution, estate and gift tax planning, damages, lost profits, bankruptcy, contract disputes, buy-sell agreements, purchase/sale transactions, goodwill impairment, and related matters.

Ms. Masten has written numerous articles relevant to her areas of expertise. She has been an invited guest speaker for various organizations on topics salient to the organization's focus that have involved valuation standards compliance, business valuation fundamentals and advanced topics, litigation, estate planning/wealth retention, marital dissolution and business valuation case analysis. In addition, she is an instructor for the National Association of Certified Valuators and Analysts' (NACVA) National Training & Development Team, which presents throughout the country approximately 14 weeks per year. In this capacity she teaches days four and five of NACVA's week long ***Business Valuation Training Center, The Market Approach, Case Analysis, Special Purpose Valuations*** and ***The Valuation Process: Facts to Conclusion***. Successful completion of this training center, and the related examination process, results in the participants' receipt of their business valuation credential. Ms. Masten is also an instructor and development team member for the American Institute of Certified Public Accountants' five-day training course that leads to the Certified in Financial Forensics (CFF) designation.

Ms. Masten is currently serving in the elected position of Chairman of the Education Quality Assurance Board of NACVA for 2010–2013, is a contributing member of the editorial advisor board to *National Litigation Consultants' Review* and the *Journal of Business Valuation and Economic Loss Analysis*, and is an officer of the Colorado NACVA State Chapter. Ms. Masten received a Master of Science in Accounting degree from Texas Tech University in Lubbock, Texas, and is a licensed CPA in the states of Texas and Colorado. She holds the following designations: Accredited in Business Valuation (ABV) and Certified in Financial Forensics (CFF) through the AICPA and the Certified Valuation Analyst (CVA) designation from the National Association of Certified Valuators and Analysts. January 2011

Instructor of:

Business Valuation Training Center

BV: Case Analysis: Completed Transaction and Guideline Public Comparable Methods
Special Purpose Valuations and Case Studies in BV–Facts to Conclusion

Cornerstones of Financial Forensics



Business Valuation: Fundamentals, Techniques & Theory (FT&T) Accelerator™ Jumpstart Your Valuation Practice!

Co-Sponsored by the National Association of Certified Valuators and Analysts

I n s t r u c t o r B i o g r a p h y



Dave Miles

CPA, CVA
ValuSource, LLC
4575 Galley Road, Suite 200E
Colorado Springs, CO 80915
P: (719) 548-4900
E: dmiles@valusource.com

Dave Miles has been the Business Valuation Manager at ValuSource for over ten years. His duties include creating software and managing data packages that utilize the principles and different standards of business valuation. The software has been available in different incarnations since 1984, and Dave was personally involved with every release of ValuSource Pro, BVM *Pro*, and Express Business Valuation over the past 10 years. He was also integral to the report writers that interact with these programs. Prior to joining ValuSource, Dave was the CFO of an \$80 million financial institution.

June 2012



Business Valuation: Fundamentals, Techniques & Theory (FT&T) Accelerator™ Jumpstart Your Valuation Practice!

Co-Sponsored by the National Association of Certified Valuators and Analysts

I n s t r u c t o r B i o g r a p h y



Francisco “Frank” Rosillo, Sr.

CPA, ABV, CBA, CVA, CFE, BVAL, ABAR, CFF

The Valuations & Forensics Advisory, LLC

7950 NW 53rd Street, Suite 233

Miami, FL 33166

P: (305) 477-5652

F: (305) 477-5310

E: frosillo@valfor.net

Francisco “Frank” Rosillo, CPA, ABV, CFE, CBA, BVAL, CVA, ABAR, is the managing director of The Valuations and Forensics Advisory, LLC, serving an international clientele, located in Doral, a suburb of Miami, Florida.

Frank was selected by a poll of south Florida attorneys, published in the 2010 *10th Anniversary South Florida Legal Guide*, as one of the top CPAs and accounting professionals in Business Valuation and Litigation Support. He was also selected by the Florida Bar Association to sit as a lay member of the Miami-Dade County Florida Bar Association Grievance Committee.

He is a licensed certified public accountant in California, Florida, Indiana, Michigan, and North Carolina. In 1979, he was awarded a direct appointment to the United States Army, Finance Branch, to the rank of Captain. His financial expert witness experiences include cases in federal and state courts. In addition to traditional valuation and appraisal services, he has successfully assisted clients in numerous mergers and acquisitions transactions.

Frank is a frequent national lecturer, author, and trainer in valuation and forensic accounting topics. He has been a member of the Institute of Business Appraisers (IBA) since 1996. He was named IBA’s “2008 Instructor of the Year” and “2009 Distinguished Instructor.” He is the Chairman of IBA’s ABAR Qualifications Review Committee and author of the IBA’s practice aid entitled *Business Appraisal Review*, and he has been instrumental in assisting IBA in reformulating the ‘ABAR,’ an advanced valuation credential. Frank presented as a member of an Experts Panel at the 2009 NACVA/IBA Symposium, where he also served as the IBA Symposium program chair. Frank also authored IBA’s Report Writing and Analysis course manual and he served as a contributing author/editor of the AICPA’s 2007-2008 ABV Review course. November 2010

Instructor for:

Accredited in Business Appraisal Review (ABAR) Workshop

Business Valuation in Litigation

Report Writing, Review and Analysis

I n s t r u c t o r B i o g r a p h y



Garth M. Tebay

CPA, CVA, CFFA, CM&AA

Headwaters | VS

885 Commerce Drive, Suite D

Perrysburg, Ohio 43551

P: (419) 931-3005

F: (419) 931-3007

E: gtebay@valuedefined.com

Garth Tebay is the Senior Managing Director of HEADWATERS | VS (“Valuation Services”), which was formed in 2012 through a merger with Value Defined, LLC, a firm founded by Mr. Tebay in 2005 that was also a Business Growth Alliance (BGA) member. HEADWATERS | VS provides business valuation, share valuation, merger and acquisition due diligence, fairness opinions, forensic accounting, and expert witness testimony related to business valuation and economic damages. Mr. Tebay is a practicing Certified Public Accountant (CPA), Certified Valuation Analyst (CVA), Certified Forensic Financial Analyst (CFFA), and a Certified Mergers & Acquisition Analyst (CM&AA) with 40 years of experience. He is a nationally recognized expert, industry leader, and educator on the subject of business valuations. Mr. Tebay and his staff have performed hundreds of valuations since 1980. Mr. Tebay has also been qualified as an expert witness in various municipal, county, state and federal courts, and has given testimony in estate and gift tax cases, divorce cases, lost profits and economic damages cases, shareholder disputes, and federal bankruptcy court proceedings. He is often called upon to consult in various private business valuation matters, and has handled numerous valuation related matters related to merger and acquisition due diligence and transactions. In addition, Mr. Tebay has also served as an arbitrator for the American Arbitration Association.

Mr. Tebay received his Bachelor of Science in Accounting in 1972 from Findlay College in Ohio. He then received certification as a Public Accountant in 1975. In 1997, he became a Certified Valuation Analyst and was awarded the CM&AA (Certified in Mergers & Acquisitions) in 2001, and received certification as a Certified Forensic Financial Analyst in 2008. He is a member of the Ohio Society of Certified Public Accountants, the American Institute of Certified Public Accountants, the Alliance of Merger and Acquisition Advisors, National Association of Certified Valuators and Analysts (NACVA), through which he is a member of the Education Quality Assurance Board (EQAB), NACVA Standards Committee (provide interpretations and expand upon technical standards), the NACVA Training Development Team, the NACVA Course Review Committee (dedicated to reviewing NACVA’s substantial curriculum), member of NACVA Mentor Support Group, the NACVA Current Update in Valuations Team, and the NACVA Speakers’ Bureau, as well as many other local memberships. Over the years, Mr. Tebay has held offices and served on many boards for local organizations. In May 1983, Mr. Tebay was awarded the Accounting Advocate of the Year Award from the U.S. Small Business Administration. On July 24, 1997, he was awarded the Accounting Advocate of the Year Award for Northwest Ohio by Senator Linda Furney on behalf of the U.S. Small Business Administration. On June 24, 2007, Mr. Tebay was appointed by Ted Strickland, Governor of the State of Ohio, to The Executive Order of the Ohio Commodore.

In 2008, Mr. Tebay founded Tebay & Associates, LLC. Mr. Tebay’s primary focus within the firm is management consulting services, which includes business valuations, litigation support, and mergers and acquisitions. Prior to founding Tebay & Associates, LLC, Mr. Tebay was the Founder and Managing Partner of Tebay Mosley Associates, LLC, a Partner at Brell, Tebay, Holt & Dettinger, Inc., and CFO/Director of Westhaven Services.

As an instructor for the National Association of Certified Valuators and Analysts, Garth teaches the *Current Update on Valuations*, the *Fundamentals, Techniques & Theory* (FT&T days 1 and 2), and *Applications and Calculations of the Income and Asset Approaches* (day 3) at the Consultants’ Training Institute (CTI) since 2001. In 2010, he was appointed *Business Valuation Training Center* and *Current Update in Valuations* Content Manager of NACVA. He was the co-chair for the Valuation Symposium at the 2011 NACVA National Conference. In addition, Mr. Tebay has presented the valuation program for the Internal Revenue Service, the Small Business Administration (SBIC Division), and The Korean Valuation Association. He has also presented Forensic Accounting for White-Collar Crime to the National College of District Attorneys, wrote instructional materials for NACVA’s program *Business Valuation Fundamentals for The CPA* (2005), co-authored instructional materials for NACVA programs *Fundamentals, Techniques & Theory* and *Applications and Calculations of the Income and Asset Approaches* (2005), and has been recognized with NACVA’s “Outstanding Member” award (2005) as well as their awards for “Instructor of Exceptional Distinction” in 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, and 2011, and “Instructor of Great Distinction” in 2002. In addition to authoring portions of the training curriculum, Mr. Tebay has presented numerous seminars on the topic of business valuations.

May 2012

I n s t r u c t o r B i o g r a p h y



Frank Wisheart

M.B.A., CPA, ABV, CFE, CVA

Schneider Downs

41 S High Street

Columbus, Ohio 43215

P: (614) 586-7118

F: (614) 586-7518

E: fwisheart@schneiderdowns.com

Frank Wisheart is the Director of Business Advisory Services for Schneider Downs, Inc., a regional accounting firm servicing the Ohio Valley. Frank specializes in forensic accounting, fraud, business valuations, economic damages, family law, financial due diligence, bankruptcy, expert testimony, management consulting, and general commercial litigation. He is an instructor for the Association of Certified Fraud Examiners (ACFE) and National Association of Certified Valuation Analysts (NACVA), teaching economic loss calculation, business valuation, expert witness preparation, testimony techniques and the fundamentals of litigation consulting.

Frank has been a featured lecturer for the Ohio State, Columbus and Toledo Bar Associations. Topics have included business valuation, fraud, expert witness selection, expert testimony, *Daubert* challenges and other topics. He has testified as an expert witness in both Federal and State courts, offering expertise on a wide range of subjects including fraud, bankruptcy, business valuation and lost profit damages.

Prior to Schneider Downs, Frank served as President for the past 11 years of Wisheart & Wisheart, Inc., a CPA firm specializing locally and nationally in business valuations, litigation support and forensic accounting. Frank received his undergraduate degree from Miami University in Oxford, Ohio and his master of business administration from the Samuel Curtis Johnson School of Management, Cornell University, (Ithaca NY). June 2012

Instructor of

Business Valuation Training Center

Case Analysis: Completed Transaction and Guideline Public Comparable Methods

Special Purpose Valuations

Case Studies in Business Valuation – Facts to Conclusion