

Z. Christopher Mercer, FASA, CFA, ABAR

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PROFESSIONAL EXPERIENCE

Z. Christopher Mercer is the Chairman of Mercer Capital. Chris began his valuation career in the late 1970s. He has prepared, overseen, or contributed to hundreds of valuations for purposes related to tax, ESOPs, buy-sell agreements, and litigation, among others. In addition, he has served on the boards of directors of several private companies and one public company. He enjoys working with business owners to address ownership transition issues.

Chris has extensive experience in litigation engagements including statutory fair value cases, divorce, and numerous other matters where valuation issues are in question. He is also an expert in buy-sell agreement disputes.

Chris is a prolific author on valuation-related topics and a frequent speaker on business valuation issues for national professional associations and other business and professional groups.

Books authored by Chris include:

- » *Forthcoming: Buy-Sell Agreements: Valuation Handbook for Attorneys* (American Bar Association, *Scheduled to be Published in August 2024*)
- » *Business Valuation: An Integrated Theory, Third Edition*, (John Wiley & Sons, Inc., 2020) with Travis W. Harms, CFA, CPA/ABV
- » *Unlocking Private Company Wealth: Proven Strategies and Tools for Managing Wealth in Your Private Business* (Peabody Publishing, LP 2014)
- » *Buy-Sell Agreements for Baby Boomer Business Owners, Kindle Edition* (Peabody Publishing, LP 2013)
- » *Buy-Sell Agreements for Closely Held and Family Business Owners: How to Know Your Agreement Will Work Without Triggering It* (Peabody Publishing, LP, 2010)
- » *Business Valuation: An Integrated Theory, Second Edition*, (John Wiley & Sons, Inc., 2008) with Travis W. Harms, CFA, CPA/ABV
- » *Buy-Sell Agreements: Ticking Time Bombs or Reasonable Resolutions?* (Peabody Publishing, LP, 2007)
- » *Valuing Shareholder Cash Flows: Quantifying Marketability Discounts* (Peabody Publishing, LP, 2005)
- » *Valuing Enterprise and Shareholder Cash Flows: The Integrated Theory of Business Valuation* (Peabody Publishing, LP, 2004)
- » *Quantifying Marketability Discounts* (Peabody Publishing, LP, 2001, & 1997)
- » *Valuing Financial Institutions* (Business One Irwin, 1992)

PROFESSIONAL DESIGNATIONS

Accredited in Business Appraisal Review (The National Association of Certified Valuers and Analysts)

Accredited Senior Appraiser, Fellow (The American Society of Appraisers)

Chartered Financial Analyst (The CFA Institute)

PROFESSIONAL MEMBERSHIPS

International Valuation Standards Council

Member of the Professional Board (2011 to 2014)

American Society of Appraisers

College of Fellows (2016-present)

Chairman of the Standards Sub-Committee (2007 to 2011)

Vice-Chairman, International Board of Examiners (1991-1994)

Member of the Standards Sub-Committee (1990 to 2005)

Elected Member, Business Valuation Committee (1990-1996)

The CFA Institute (1984 to present)

National Speakers Association, Member (1998 to 2022)

Memphis Society of Financial Analysts (1984 to present)

The Value Examiner, Editorial Advisory Board (2009 to present)

Financial Valuation and Litigation Expert, Editorial Advisory Board (2008 to present)

Valuation Strategies, Editorial Advisory Board (1998 to 2008)

Business Valuation Review

Contributing Columnist (2002 to 2010)

Editorial Review Board (1995 to 2002)

FACULTY POSITIONS HELD

Mid-South School of Banking, 1981

Memphis State University, Part-Time Lecturer, 1976

University of Maryland, European Division, Part-Time Lecturer, 1973-1975



DIRECTORSHIPS

Travel Nurses, Inc., Chair of Executive Committee (2016 - Present)
Mercer Capital Board of Directors, Chairman (1982 – Present)
International Children’s Heart Foundation, Memphis, Tennessee (2005-2010)
Klumb Lumber Company, Point Clear, Alabama (2005-2008)
Christian Brothers University - School of Business, Advisory Board, Memphis, Tennessee (2002-2003)
Youth Service, USA of Memphis, Inc., Memphis, Tennessee, (1990-1994)
Memphis Alliance for Progress (Treasurer), (1985-1986)
Market Data Systems, Inc., Memphis, Tennessee, (1983-1985)
Mid Continent Systems, Inc., West Memphis, Arkansas, (1983-1984)
Respiratory Care Services, Inc., Jackson, Mississippi, (1982-1984)
Grace St. Luke’s Episcopal Church, Memphis, Tennessee
Memphis Choral Arts, Board Member Emeritus (2010 – Present)

EMPLOYMENT

Mercer Capital Management, Inc.
Chairman, 2021 to present
Chief Executive Officer, 1982 to 2020

Morgan Keegan & Company, Inc.
First Vice President, 1978 to 1982

Peat Marwick Mitchell & Co.
Bank Consultant, 1978

First Tennessee National Corporation
Assistant Treasurer, 1975 to 1978

U.S. Army
1971 to 1974 (honorably discharged at rank of Captain)

EDUCATION

Vanderbilt University, Nashville, Tennessee (M.A., 1971)
Stetson University, Deland, Florida, (B.A., *cum laude* 1968)



PUBLISHED BOOKS

Author, BUY-SELL AGREEMENTS: VALUATION HANDBOOK FOR ATTORNEYS (American Bar Association), *Scheduled to be Published in August 2024*

Co-Author, BUSINESS VALUATION: *An Integrated Theory, Third Edition*, (John Wiley & Sons, Inc.), with Travis W. Harms, CFA, CPA/ABV, 2020

Author, UNLOCKING PRIVATE COMPANY WEALTH: *Proven Strategies and Tools for Managing Wealth in Your Private Business*, (Peabody Publishing, LP), 2014

Author, BUY-SELL AGREEMENTS FOR BABY BOOMER BUSINESS OWNERS: *Kindle Edition*, (Peabody Publishing, LP), 2013

Author, BUY-SELL AGREEMENTS FOR CLOSELY HELD AND FAMILY BUSINESS OWNERS: *How to Know Your Agreement Will Work Without Triggering It*, (Peabody Publishing, LP), 2010

Contributing Author, AN ESTATE PLANNER'S GUIDE TO REVENUE RULING 59-60: *Understand How Valuation Experts Utilize the Ruling in Income and Estate & Gift Tax Valuation Engagements*, (Peabody Publishing, LP), 2010

Contributing Author, REVENUE RULING 59-60 AT 50: *Rediscover Fair Market Value*, (Peabody Publishing, LP), 2009

Co-Author, BUSINESS VALUATION: *An Integrated Theory, Second Edition*, (John Wiley & Sons, Inc.), with Travis W. Harms, CFA, CPA/ABV, 2008

Author, BUY-SELL AGREEMENTS: *Ticking Time Bombs or Reasonable Resolutions?*, (Peabody Publishing, LP), 2007

Author, VALUING SHAREHOLDER CASH FLOWS: *Quantifying Marketability Discounts*, (E-Book format: Peabody Publishing, LP), 2005

Author, VALUING ENTERPRISE AND SHAREHOLDER CASH FLOWS: *The Integrated Theory of Business Valuation*, (Peabody Publishing, LP), 2004

Author, QUANTIFYING MARKETABILITY DISCOUNTS: *Developing and Supporting Marketability Discounts in the Appraisal of Closely Held Business Interests, Revised Reprint*, (Peabody Publishing, LP), 2001

Contributing Author, VALUATION FOR IMPAIRMENT TESTING: *The Finance and Accounting Professional's Guide to Valuing Reporting Units for Compliance with SFAS 142*, (Peabody Publishing, LP), 2001

Author, QUANTIFYING MARKETABILITY DISCOUNTS: *Developing and Supporting Marketability Discounts in the Appraisal of Closely Held Business Interests*, (Peabody Publishing, LP), 1997



Author, BANKING REVIEW 1993: *Stock Prices Headed for a Fall?*, (Mercer Capital), 1993

Author, VALUING FINANCIAL INSTITUTIONS, (Business One Irwin), 1992

PUBLISHED CHAPTERS

Valuation Provisions in Buy-Sell Agreements,” *VALUING A BUSINESS, 6th EDITION: THE ANALYSIS AND APPRAISAL OF CLOSELY HELD COMPANIES*, (McGraw Hill), Shannon P. Pratt, ASA Educational Foundation, 2022

“Appendix D: Developing Cost of Capital” (Capitalization Rates and Discount Rates) Using ValueSource PRO Software,” *COST OF CAPITAL SECOND EDITION*, (John Wiley & Sons, Inc.), Shannon P. Pratt, 2002

“Appendix D: The Quantitative Marketability Discount Model,” *THE MARKET APPROACH TO VALUING BUSINESSES*, (John Wiley & Sons, Inc.), Shannon P. Pratt, 2001

“Appendix D: Developing Cost of Capital (Capitalization Rates & Discount Rates) Using ValuSource PRO Software,” *COST OF CAPITAL*, (Wiley & Sons, Inc.), Shannon P. Pratt, 1998

“Valuation Issues in Business Planning,” Chapter 17, *BUSINESS SUCCESSION PLANNING*, (University of Kentucky Continuing Legal Education), edited by Scott W. Dolson, F. Gerald Greenwell and Debbie F. Reiss, 1998

“Selling Partial Ownership Interests: Levels of Value,” with J. Michael Julius, Chapter 12, *MERGERS AND ACQUISITIONS HANDBOOK FOR SMALL AND MIDSIZE COMPANIES*, (John Wiley & Sons, Inc.), edited by Thomas L. West and Jeffrey D. Jones, 1997

“Asset Liability Management Today,” with Kenneth W. Patton, Chapter in *BANK PERFORMANCE ANNUAL*, (Warren, Gorham and Lamont), edited by Edwin B. Cox, 1987

“Capital Planning and Capital Adequacy,” with Ronald Terry, Chapter 36, *THE BANKER’S HAND-BOOK*, (Dow Jones-Irwin), edited by William H. Baughn and Charles E. Walker, 1978

PUBLISHED ARTICLES

“Fair Market Value and the Nonexistent Marketability Discount for Controlling Interests,” *Mercer Capital’s Family Law Valuation and Forensic Insights*, May 2023

“Quantifying Expected Holding Period Premiums from Restricted Stock Transactions,” *Value Matters™*, Issue No. 2, 2021

“Restricted Stock Discounts: The Expected Holding Period Premium Is the Cause,” *Value Matters™*, Issue No. 1, 2021



“Indiana Court of Appeals: No Discounts in Unclear and Mandatory Shareholder Agreement Buyout,” *Value Matters*™, Issue No. 3, 2020

“How Can You Use Bank Valuation Concepts to Influence How You Think and Lead?” *Extraordinary Banker*, Issue No. 28, November 2019

“Valuation Assumptions Influence Valuation Conclusions,” with Scott A. Womack, ASA, MAFF, Mercer Capital’s *Tennessee Family Law Newsletter*, Second Quarter 2019

“*Kress v. U.S.* Denies S Corporation Premium and Accepts Tax-Affecting,” *Value Matters*™, May 2019

“The Level of Value: Why Estate Planners Need to Understand This Critical Valuation Element of a Buy Sell Agreement,” *Estate Planning Newsletter*, February 2019, published by the Society of Financial Service Professionals

“Six Different Ways to Look at a Dealership,” with Scott A. Womack, ASA, MAFF, Mercer Capital’s *Value Focus: Auto Dealer Industry Newsletter*, Mid-Year 2018

“Valuation Implications of the Tax Cuts and Jobs Act of 2017: Focus on Privately Owned C Corporations,” *Value Matters*™, September 2018

“Six Ways to Look at a Business,” with Scott A. Womack, ASA, MAFF, *Value Matters*™, September 2018

“Tennessee Supreme Court Addresses Statutory Fair Value for the First Time in 35 Years in *Athlon Sports Communications*,” Mercer Capital’s *Tennessee Family Law Newsletter*, Second Quarter 2018

“Characteristics of a Good Buy-Sell Agreement,” *Business & Compensation Planning*, April 2018, published by the Society of Financial Service Professionals

“EBITDA Single-Period Income Capitalization for Business Valuation,” *Business Valuation Review*, Volume 35, Issue 3, Fall 2016

“Valuation Implications of the Proposed Changes to Section 2704,” *Financial Valuation and Litigation Expert*, Issue 63, October/November 2016

“Forewarning on Proprietary Deals,” *Divestopedia*, September 28, 2015

“Seven Questions for Highly Effective Business Transitions,” *Divestopedia*, September 21, 2015

“Managing Private Company Wealth is a Big Deal,” *Value Matters*™, January 2015

“An Introduction to Dividends and Dividend Policy for Private Companies,” *Financial Valuation and Litigation Expert*, Issue 52, December 2014/January 2015

“The Level of Value: Why Estate Planners Need to Understand This Critical Valuation Element of a Buy-Sell Agreement,” with Nicholas J. Heinz, ASA, *Value Matters*™, January/February 2013



“Is the Promissory Note in Your Buy-Sell Agreement Fair to All Parties?,” *Value Matters*[™], Vol. 2012-01, February 2012

“\$11 Million or \$178 Thousand? New Jersey Appellate Court Upholds Book Value in Buy-Sell Agreement,” *Value Matters*[™], Vol. 2011-06, December 2011

“New York Statutory Fair Value: *Matter of Giaimo*,” *Value Matters*[™], Vol. 2011-04, August 2011

“Buy-Sell Agreements: Business Owners Benefit from Planning Ahead,” *The CPA Journal*, June 2011

“Five Not-So-Customary Litigation Support Services,” *The Value Examiner*, November/December 2010

“Business Value Before and After a Recession,” *Value Added*[™], Vol.21, No. 3, 2009

“Don’t Rely Upon Templates When Constructing Buy-Sell Agreements,” *Southeastern Wealth Management*, March 2009

“Top Ten Ways Business Owners Should Treat Their Business as the Investment That It Is,” *Southeastern Wealth Management*, October 2008

“Treatment of Life Insurance Proceeds in Valuation,” *Southeastern Wealth Management*, August 2008

“S Corporation Model Comparisons,” with Travis W. Harms, CFA, CPA/ABV, *Business Valuation Review*, Vol. 27, No. 1, 2008

“Your Client’s Buy-Sell Agreement – Ticking Time Bomb or Reasonable Resolution? Part Two,” *Southeastern Wealth Management*, June 2008

“Your Client’s Buy-Sell Agreement – Ticking Time Bomb or Reasonable Resolution? Part One,” *Southeastern Wealth Management*, April 2008

“The One Percent Solution,” *Southeastern Wealth Management*, February 2008

“Buy-Sell Agreements Can Create Pitfalls If Not Managed Properly,” *Memphis Business Journal*, Vol. 29, No. 1, April 27-May 3, 2007

“Life Insurance Proceeds in Valuation for Buy-Sell Agreements,” *Financial Valuation and Litigation Expert*, Issue 3, October/November 2006

“2006 USPAP Focuses on Credibility, SR-9 Holding Period Requirement and More,” with Laura D. Stanford, *Business Valuation Update*, Vol. 12, No. 7, July 2006

“Consider Subsequent Events,” with Michael J. Mard and LuAnne Turner, *The Value Examiner*, May/June 2006

“Embedded Capital Gains, One More Time: *Estate of Jelke*,” *Valuation Strategies*, November/December 2005



“Buy-Sell Agreements from a Business Appraiser’s Perspective,” *Business Valuation Review*, Fall 2005

“When is Fair Market Value Determined?: *Estate of Noble*,” *Valuation Strategies*, May/June 2005

“An Interview with Z. Christopher Mercer,” *CCH Business Valuation Alert*, Vol. 6, Issue No.3, April 2005

“Competing Marketability Discount Methodologies,” with Travis W. Harms, CPA/ABV, CFA, *The Value Examiner*, November/December 2004

“Are S Corporations Worth More than C Corporations?” *Business Valuation Review*, September 2004

“News & Views, The Importance of Disclosing Implied Rates of Return,” *ASA BV E-Letter*, Issue 8-39, September 29, 2004

“An In-Depth Review of the Quantitative Marketability Discount Model and Competing Marketability Methodologies,” with Travis W. Harms, CPA/ABV, CFA. *The Value Examiner*, September/October 2004

“The Integrated Theory of Business Value,” *Valuation Strategies*, May/June 2004

“Not So Random Thoughts on the Business of Business Valuation,” *ASA BV E-Letter*, Issue 8-15, April 14, 2004

“County’s Independent Banks Face Challenges, Opportunities,” *Memphis Business Journal*, February 6-12, 2004

“Competitors: Rivals or Resources?” *Professional Speaker*, January/February 2004

“Ibbotson Associates’ Valuation Report Certification Services ‘Not Approved’,” *Business Valuation Update*, Vol. 9, No. 8, August 2003

“An Integrated Theory of Business Valuation,” *The Journal of Business Valuation*, August 2003, published by the Canadian Institute of Chartered Business

“Panel Discussion on the Issues of Valuation for SFAS 142,” with James R. Hitchner and Michael J. Mard, *The Journal of Business Valuation*, August 2003

“A Primer on the Quantitative Marketability Discount Model,” *The CPA Journal*, July 2003

“Mercer Matters,” *Business Valuation Review*, December 2002

“QMDM: QED,” *Valuation Strategies*, July/August 2002

“S Corporation Valuation in Perspective: A Response to the Article ‘S Corporation Discount Rate Adjustment,’” with Travis W. Harms, CFA, CPA/ABV, *AICPA ABV E-Valuation Alert*, Vol. 4, Issue 7, July 2, 2002

“S Corporation vs. C Corporation Values,” *Business Valuation Update*, June, 2002



“Goodwill Valuation Under SFAS 142,” with Matthew R. Crow, ASA, CFA and Kenneth W. Patton, ASA, *The CPA Journal*, February 2002

“Marketability Discount Analysis at a Fork in the Road,” with Travis W. Harms, CFA, CPA/ABV, *Business Valuation Review*, December 2001

“Marketability Discounts: Back to Reality,” with Nicholas J. Heinz, ASA, *Valuation Strategies*, November/ December 2001

“Ten Mistakes by Acquirers,” *M&A Today*, Special Issue 2001

“Quantitative, Rate of Return Analysis vs. Benchmark Analysis in Developing Marketability Discounts,” *Valuation Strategies*, March/April 2001

“Discounts on Real Estate Partnership Interest – IRS Loses on Minority Interest, Wins on Lack of Marketability,” *The Journal of Real Estate Taxation*, Fall 2000

“It's Not About Marketability, It's About Minority Interest,” *Valuation Strategies*, July/August 2000

“The Quantitative Marketability Discount Model Revisited,” *Valuation Strategies*, March/April 2000

“On Advocacy and the Expert Witness: Attorney Challenge Case Studies,” *CPA Litigation Services Counselor*, January/February 2000

“On Advocacy and the Expert Witness – Part 1: Attorney Challenge Case Studies,” *CPA Litigation Services Counselor*, January 2000

“The Grapes of Value: Organizing Principles of Business Valuation,” *Valuation Strategies*, November/December, 1999

“Are Business Valuation Standards Being Invoked By The Tax Court?” *Valuation Strategies*, July/August, 1999

“Fair Market Value vs. the Real World,” with Terry S. Brown, *Valuation Strategies*, March/April, 1999

“Embedded Capital Gains in C Corporation Holding Companies,” *Valuation Strategies*, November/December, 1998

“Black-Scholes vs. The Quantitative Marketability Discount Model,” with Matthew R. Crow, ASA, CFA, *Valuation Strategies*, September/October, 1998

“Understanding and Quantifying Control Premiums: The Value of Control vs. Synergies or Strategic Advantages,” *The Journal of Business Valuation*, September, 1998, published by the Chartered Institute of Business Valuators

“Writing for the *Business Valuation Review*,” *Business Valuation Review*, June, 1998



“Quantifying Marketability Discounts: New or Not?” *Trusts & Estates*, February, 1998

“Are Marketability Discounts Applicable to Controlling Interests in Private Companies?” *Valuation Strategies*, November/December, 1997

“A Brief Review of Control Premiums and Minority Interest Discounts,” *The Journal of Business Valuation*, November 1996, published by the Chartered Institute of Business Valuators

“Some Thoughts Regarding the Business of Business Appraisal,” *CPA Expert*, Winter/1995

“Quantitative Marketability Discount Methodology,” *The Journal of Business Valuation*, November, 1994, published by the Chartered Institute of Business Valuators

“Should Marketability Discounts Be Applied to Controlling Interests of Private Companies?” *Business Valuation Review*, June, 1994

“Using Valuation Knowledge to Your Advantage,” *ABC Today*, March, 1994

“What is Your Business Worth?” *ABC Today*, March, 1994

“Multiple Magic: Understand Where Acquisition Multiples Come From and How to Maximize Shareholder Value,” *M & A Today*, Vol. 2, No. 4, July/August, 1993

“Investors in Bank Stocks, Beware: The Industry is Weaker Than It Looks,” *American Banker*, June 3, 1993

“Bank Analysis: A Long View of Banks’ Performance Gives Clues to Future Results,” *Bank Account and Finance*, Summer, 1993

“IRS Ruling Encourages Giving the Gift of Shares,” *Memphis Business Journal*, May 24-28, 1993

“All the Wrong Reasons for Not Obtaining an Independent Appraisal,” *Tennessee Small Business Review*, February/March, 1993

“Adjusted Capitalization Rates for the Differences Between Net Income and Net Free Cash Flow,” *Business Valuation Review*, December, 1992

“Bankers Must Keep Swinging the Layoff Ax,” *American Banker*, May 12, 1992

“The Case for Estate Tax Appraisals by Appraisals Professionals,” *Business Valuation Review*, March, 1992

“Do Public Company (Minority) Transactions Yield Controlling Interest or Minority Interest Pricing Data?” *Business Valuation Review*, December 1990

“The Adjusted Capital Asset Pricing Model for Developing Capitalization Rates: An Extension of Previous ‘Build-Up’ Methodologies Based Upon the Capital Asset Pricing Model,” *Business Valuation Review*, December, 1989



“Issues in Recurring Valuations: Methodological Comparisons from Year-to-Year,” *Business Valuation Review*, December, 1988

“The Need for Bank Stock Valuations,” Vol. 1-4, *Virginia Bankers Association Banking News No. 8*, November/October/September/August, 1988

“Not So Random Thoughts Regarding The Business of Business Appraisal,” *Business Valuation Review*, June, 1988

“The Perils of Excess,” with David A. Harris, *ABA Banking Journal*, October, 1987

“How to Buy or Sell a Branch,” with Kenneth W. Patton, *The Southern Banker*, October, 1985

“Business Valuation can Serve in Lifetime Planning,” with Douglas K. Southard, *Memphis Business Journal*, April 1-5, 1985

“Valuation Process Holds Keys to Executive Wealth,” with Douglas K. Southard, *Memphis Business Journal*, March 25-29, 1985

“Building Fee Income,” with Kenneth W. Patton, ASA, *The Southern Banker*, December, 1984

“What IRA’s are Worth,” with Douglas K. Southard, *The Southern Banker*, June, 1984

“If Deposit Intangibles Exist, Can Uniform Accounting Treatment Be Far Behind?” *ABA Banking Journal*, August, 1983

“Managing a Fluid Cash Flow is Essential for a Business’ Lifeblood,” *Memphis Business Journal*, March 7-11, 1983

“Outside Director’s Viewpoint can be Helpful to a Closely-Held Company,” *Memphis Business Journal*, January 31-February 4, 1983

“Rethinking Bank Capital,” *The Southern Banker*, January, 1983

SPEAKING ENGAGEMENTS

May 3, 2024

A Look at the Future of the Business Valuation and Financial Forensics Profession
MACPA 2024 Forensic Valuation Regional Conference, Linthicum Heights, Maryland

March 21, 2024

89. “Know Us, Like Us, Trust Us” with Chris Mercer
Driven By with Sam Coates, Podcast



January 24, 2024

Redefining Valuation: Exploring the Integrated Theory

Business Valuation Institute UK, Webinar

January 9, 2024

An Examination of the Major Valuation Discounts and Premiums

FICPA Valuation, Forensic Accounting, and Litigation Services Conference, Fort Lauderdale, Florida

December 14, 2023

Almost Everything You Ever Wanted to Know About Professional Development (With Lots of How To-Dos)

NACVA/CTI Business Valuation and Financial Litigation Super Conference, Fort Lauderdale, Florida

November 1, 2023

Business Divorce Litigation: The Good, the Bad, and the Ugly

New York Commercial Division Institute, New York, New York

October 26, 2023

Expert Panel

Business Valuation Institute UK, Webinar

October 10, 2023

How Growing Professionals Can Become Thought Leaders Through Publishing

American Society of Appraisers, Webinar

July 15, 2023

Current State of the Valuation Profession

2023 NACVA Business Valuation & Financial Litigation Super Conference, Salt Lake City, Utah

May 15, 2023

Statutory Fair Value in New York: Is the Marketability Discount Applicable?

2023 NYSSCPA Annual Business Valuation & Litigation Services Conference, New York, New York

May 11, 2023

Expert Panel

Business Valuation Institute UK, Webinar

May 5, 2023

The Art and Science of Business Valuations—Grey Zones to Consider

Florida Chapter's AAML 45th Annual Institute, Orlando, Florida

December 19, 2022

Déjà Vu All Over Again: Some Things We Should Have Gotten Decades Ago

NACVA Around the Valuation World International (Webinar)



December 16, 2022

Valuation Potpourri: Things You Can Do with the Integrated Theory of Business Valuation
2022 NACVA Business Valuation & Financial Litigation Super Conference, Ft. Lauderdale, Florida

November 15, 2022

Valuation Hot Topics: Panel Discussion with Lisa Cribben, CPA/ABV, ASA, CMA, Stacy Collins
CPA, ABV, CFF, and James Hitchner, CPA/ABV/CFF, ASA
2022 AICPA & CIMA Forensic & Valuation Services Conference, Las Vegas, Nevada

October 25, 2022

Valuation Provisions in Buy-Sell Agreements with Jeffrey Tarbell, ASA, CFA
Webinar sponsored by the American Society of Appraisers

September 28, 2022

The State of the Business Valuation Profession
Louisiana State Chapter of NACVA – State Chapter Meeting Virtual Presentation

September 13, 2022

An Integrated Theory of Major Valuation Issues
2022 Business Valuation Conference Sponsored by the Chartered Accountants of Australia and New Zealand (Virtual)

September 11, 2022

What It Takes To Be a Growing Professional with Jay Fishman, FASA
2022 ASA International Conference, Tampa, Florida

August 19, 2022

The State of the Business Valuation Profession
2022 NACVA Business Valuation & Financial Litigation Super Conference, Salt Lake City, Utah

March 1, 2022

Ask the Experts with Jim Hitchner, CPA/ABV/CFF, ASA and Michelle Gallagher CPA/ABV/CFF
Valuation Product and Services (VPS) StraightTalk (Webinar)

January 24, 2022

The Future of the Business Valuation Profession - Part I: Consolidation in Valuation and Related Spaces
NACVA Around the Valuation World (Webinar)

December 16, 2021

Restricted Stock Studies and Restricted Stock Discounts: Everything You Wanted to Know About
Restricted Stock Transactions and More
2021 NACVA Business Valuation & Financial Litigation Super Conference, Ft. Lauderdale, Florida



December 9, 2021

Restricted Stock Studies and Restricted Stock Discounts: Everything You Wanted to Know About Restricted Stock Transactions and More

Business Valuation Resources Power Panel Webinar: Festivus Edition

November 15, 2021

Restricted Stock Studies

NACVA Around the Valuation World (Webinar)

November 10, 2021

Marketability Discounts: Current Trends and Techniques with Travis W. Harms, CFA, CPA/ABV

2021 AICPA & CIMA Forensic & Valuation Services Conference, Las Vegas, Nevada

November 9, 2021

Tricky Valuation Issues: Panel Discussion with Harold Martin, CPA/ABV/CFF, ASA, CFE, Stacy Collins CPA, ABV, CFF, and James Hitchner, CPA/ABV/CFF, ASA

2021 AICPA & CIMA Forensic & Valuation Services Conference, Las Vegas, Nevada

November 1, 2021

Hot Topics in Valuation: Panel Discussion

Minnesota Society of CPAs 2021 Business Valuation Conference (Virtual)

September 9, 2021

Valuing Single Asset Holding Companies

IRS Summit (Virtual)

July 29, 2021

An Overview of the Integrated Theory of Business Valuation

Georgia Society of CPAs Virtual Estate Planning Conference

June 28, 2021

Future of the Business Valuation Profession

NACVA Around the World Webcast

June 25, 2021

The Future of the BV Profession: A Look from the Inside Out

2021 NACVA Business Valuation & Financial Litigation Hybrid & Virtual Super Conference, Park City, Utah

May 4, 2021

Ask the Experts with James Hitchner, CPA/ABV/CFF, ASA and Jay Fishman, FASA

Webinar Sponsored by the Financial Consulting Group



April 21, 2021

Shareholder Cash Flows with Travis W. Harms, CFA, CPA/ABV
(Integrated Theory, Third Edition: Part 3 of a 3 Part Webinar)
Webinar Sponsored by Business Valuation Resources

April 5, 2021

Business Valuation Potpourri
Connecticut Chapter of the AAML, Virtual

March 17, 2021

Valuing Enterprise Cashflows with Travis W. Harms, CFA, CPA/ABV
(Integrated Theory, Third Edition: Part 2 of a 3 Part Webinar)
Webinar Sponsored by Business Valuation Resources

February 25, 2021

Three Short Vignettes: Changing the Way You Think About Business Value
Twelve Mavens Ask Anything Event, Virtual

February 17, 2021

Conceptual Overview of the Integrated Theory with Travis W. Harms, CFA, CPA/ABV
(Integrated Theory, Third Edition: Part 1 of a 3 Part Webinar)
Webinar Sponsored by Business Valuation Resources

November 16, 2020

Business Valuation: An Integrated Theory, Third Edition
NACVA Around the Valuation World Webcast

November 10, 2020

Valuing S Corps and Other Flow-Through Entities Post TCJA: Considerations for S Corporation Valuation
2020 AICPA Forensic & Valuation Services Conference, Virtual

November 9, 2020

Advanced Estate Planning Techniques and Related Valuation Considerations
2020 AICPA Forensic & Valuation Services Conference, Virtual

October 29, 2020

Communicating Complex Financial Topics
Louisiana Society of CPA's Forensic, Litigation and Valuation Services Conference, Virtual

October 27, 2020

Vision 2020: The Future of Our Profession and Your Role In It (Part I and II)
2020 Allinial Global Summit Conference, Virtual



October 21, 2020

You'll Never Think About Restricted Stock Discounts the Same Way Again...

Webinar Sponsored by the Financial Consulting Group

August 7, 2020

Vision 2020: The Future of Our Profession and Your Role In It

Business Valuation and Financial Litigation Virtual Super Conference Sponsored by NACVA

June 30, 2020

Standing Tall for Small Businesses: Planning in the Era of COVID-19

Webinar Sponsored by The American College of Financial Services

June 23, 2020

Valuable Conversations Attorneys and Business Appraisers Must Have ("We Need to Talk")

Webinar Sponsored by Leimberg Information Services

June 19, 2020

Vision 2020: The Future of Our Profession and Your Role In It

Business Valuation and Financial Litigation Virtual Super Conference Sponsored by NACVA

May 18, 2020

The Highs and Lows of the Integrated Theory of Business Valuation

Business Valuation/Litigation Services Conference Webcast Sponsored by NYSSCPA

May 7, 2020

Coronavirus Alert: Is Your Buy-Sell Agreement Defective?

Webinar Sponsored by Lerman Law Partners, LLP, Virtual

April 14, 2020

Understanding Private Company Valuation as a Concept for Building Wealth

Business Concern Podcast Sponsored by Business Transition Consulting

November 18, 2019

Communicating Complex Financial Topics

2019 PICPA Valuation & Forensic Accounting Conference, King of Prussia, Pennsylvania

November 18, 2019

Everything You Need to Know About Buy-Sell Agreements to Work with Attorneys and Referral Sources

2019 PICPA Valuation & Forensic Accounting Conference, King of Prussia, Pennsylvania

November 6, 2019

DLOM - Back to the Basics

2019 AICPA Forensic & Valuation Services Conference, Las Vegas, Nevada



November 4, 2019

Communicating Complex Financial Topics

2019 AICPA Forensic & Valuation Services Conference, Las Vegas, Nevada

October 16, 2019

The Value in Discounting Discounts --- Partial Interest Valuations and Discounts

IRS Valuation Summit, Washington D.C.

September 27, 2019

Valuation Perspectives for Private Business Owners: Focus on Unlocking Private Company Wealth and Buy-Sell Agreement

NAVIX Compass Meeting, Atlanta, Georgia

August 26, 2019

Best Ways to Create a Strong Referral Network

2019 ASA Advanced Business Valuation Conference, New York, New York

July 12, 2019

Testimonials from the INSIDER webinar with Chris Mercer

Practice Development Insider Webinar Sponsored by Rod Burkert

May 15, 2019

Everything You Need to Know About Buy-Sell Agreements

NACVA Minnesota Chapter 19th Annual Business Conference, Plymouth, Minnesota

May 15, 2019

Valuations, Premiums, and Discounts Demystified: The Integrated Theory of Business Valuation

NACVA Minnesota Chapter 19th Annual Business Conference, Plymouth, Minnesota

May 9, 2019

How to Present Complex Finance to Judges: K.I.S.S.

AAML/BVR 2019 National Divorce Conference, Las Vegas, Nevada

April 26, 2019

U.S. Valuation Issues with a Global Reach

Mazars Group 2019 Global Valuation Meeting, Marrakech, Morocco

April 10, 2019

Confessions of Two Reluctant Expert Witnesses and a Few Lessons Learned Over the Years

VPS Webinar

November 7, 2018

Valuation Tax Panel

2018 AICPA Forensic & Valuation Services Conference, Atlanta, Georgia



November 5, 2018

Active Passive Appreciation – Current Update

2018 AICPA Forensic & Valuation Services Conference, Atlanta, Georgia

October 26, 2018

Intrinsic Value and Valuation Multiples

2018 Fairfax Bar Association Annual Convention, Nashville, Tennessee

October 19, 2018

An Overview of Three Vexing Valuation Issues

Family Law Section of the Florida Bar Out-of-State Retreat, Nashville, Tennessee

October 10, 2018

EBITDA Single Period Income Capitalization for Business Valuation

2018 Advanced Business Valuation and International Appraisers Conference, Anaheim, California

October 9, 2018

Active Passive Appreciation – Current Update

2018 Advanced Business Valuation and International Appraisers Conference, Anaheim, California

September 12, 2018

“Succession” and “Transition” Planning – More Than Notebooks on Your Shelf

Institute for Extraordinary Banking Annual Conference, Minneapolis, Minnesota

July 30, 2018

What Estate Planners Should Know on Buy-Sell Agreements and Valuations

Tax Planning for High Net Worth Clients Symposium, Chicago, Illinois

June 28, 2018

EBITDA Single-Period Income Capitalization for Business Valuation

Webinar, Business Valuation Resources

June 21, 2018

Our Profession Is In Transition – Opportunities & Strategies for Baby Boomers, Gen Xers, and Millennials

NACVA and the CTT's 2018 Annual Consultants' Conference, Las Vegas, Nevada

May 2, 2018

Buy-Sell Agreements for Closely Held and Family Business Owners

FPA of Greater Memphis Visions in Planning Conference, Memphis, Tennessee

April 6, 2018

Answers to Business Owner's Most Important Questions Panel

UBS Private Business Symposium, Memphis, Tennessee



January 11, 2018

Confessions of a Reluctant Expert Witness

FIPCA Valuation, Forensic Accounting & Litigation Services Conference, Ft. Lauderdale, Florida

November 1, 2017

Confessions of a Reluctant Expert Witness

17th Annual MNCPA Business Valuation Conference, Plymouth, Minnesota

October 27, 2017

What Every Estate Planner Should Know About Buy-Sell Agreements

Southern Federal Tax Institute, Atlanta, Georgia

September 8, 2017

Business Valuation for Exit Planning

Exit Planning Institute, North Texas Chapter, Dallas, Texas

January 23, 2017

Unlocking Private Company Wealth

Society of Financial Service Professionals Arizona Institute, Litchfield, Arizona

November 25, 2016

EBITDA Single Period Income Capitalization for Business Valuation

EACVA Business Valuation Conference, Berlin, Germany

November 7, 2016

Key Valuation Discounts Panel

2016 AICPA Forensic & Valuation Services Conference, Nashville, Tennessee

November 4, 2016

An Integrated Theory of the Major Valuation Issues of Today

AAML Annual Meeting, Chicago, Illinois

September 26, 2016

Proposed Changes to Regulations Under IRS Code Section 2704 Issued August 2, 2016

Mercer Capital-Sponsored Webinar

June 22, 2016

The Expectations of a Growing Professional

Valuation Jubilee Webinar, Business Valuation Resources

June 10, 2016

Hardball with Hitchner

NACVA & CTT's 25th Anniversary Annual Consultants' Conference, San Diego, California



June 10, 2016

EBITDA Single Period Income Capitalization for Business Valuation

NACVA & CTT's 25th Anniversary Annual Consultants' Conference, San Diego, California

May 20, 2016

Battle Royale Panel

2016 AICPA/AAML National Divorce Conference, New Orleans, Louisiana

May 20, 2016

I Don't Buy It: The Effect of Buy-Sell Agreements in Divorce

2016 AICPA/AAML National Divorce Conference, New Orleans, Louisiana

May 12, 2016

Unlocking Private Company Wealth: Give Me Liberty (and Plenty of Cash)

American Bar Association Section of Real Property, Trust and Estate Law's Spring Symposia, Boston, MA

November 17, 2015

Unlocking Private Company Wealth

NACVA and the CTT's Exit Planning, Transaction Advisory Services, and Healthcare Valuation Conference, San Diego, California

November 17, 2015

Private Company Corporate Finance

NACVA and the CTT's Exit Planning, Transaction Advisory Services, and Healthcare Valuation Conference, San Diego, California

October 30, 2015

Unlocking Private Company Wealth

Kansas Society of CPAs, Kansas City, Missouri

October 27, 2015

Buy-Sell Agreements

Tennessee Society of CPAs, Nashville, Tennessee

October 27, 2015

Unlocking Private Company Wealth

Tennessee Society of CPAs, Nashville, Tennessee

October 19, 2015

Unlocking Private Company Wealth

The McGehee Group, Las Vegas, Nevada



October 19, 2015

There's More to Appraisal Review Than You Might Think

with Timothy R. Lee, ASA, American Society of Appraisers, Las Vegas, Nevada

September 1, 2015

Unlocking Private Company Wealth

with Edward Koren, Webinar, American Bar Association

August 5, 2015

Unlocking Private Company Wealth

Webinar, The M&A Source

June 22, 2015

Unlocking Private Company Wealth

Exit Planning Institute St. Louis Chapter, St. Louis, Missouri

May 20, 2015

A Deep Dive into the Family Business Ocean

Teleseminar, The Society of Financial Service Professionals' Pittsburgh Chapter

May 18, 2015

Business Divorce and Appraisers

Panel, New York Society of CPAs, New York, New York

May 18, 2015

Unlocking Private Company Wealth

New York Society of CPAs, New York, New York

May 6, 2015

Unlocking Private Company Wealth

National Financial Partners, Lafayette, California

May 6, 2015

Unlocking Private Company Wealth

National Financial Partners, Pleasant Hills, California

May 4, 2015

Unlocking Private Company Wealth

Interview, Norman Hood's "Exit Planning Show"

April 27, 2015

Unlocking Private Company Wealth

Interview, NACVA's "Around the Valuation World"



April 25, 2015

Unlocking Private Company Wealth

Mass Mutual, Las Vegas, Nevada

April 24, 2015

Unlocking Private Company Wealth

American Society of Appraisers Philadelphia Chapter, Plymouth Meeting, Pennsylvania

April 9, 2015

Unlocking Private Company Wealth

Interview, Roxanne Emmerich's "Chat with the Experts"

March 9, 2015

Unlocking Private Company Wealth

Partners Financial, Orlando, Florida

February 24, 2015

A Tutorial for Business Advisers

Webinar, American Society of Appraisers

January 14, 2015

Unlocking Private Company Wealth

with Timothy R. Lee, ASA, and Nicholas J. Heinz, ASA, Mercer Capital Sponsored Seminar, Orlando, Florida

January 13, 2015

Unlocking Private Company Wealth

with Timothy R. Lee, ASA, and Nicholas J. Heinz, ASA, Mercer Capital Sponsored Seminar, Orlando, Florida

January 5, 2015

Unlocking Private Company Wealth

Interview, Josh Patrick's "Exit Coach Radio"

November 18, 2014

Unlocking Private Company Wealth

Valuation Products and Services, Memphis, Tennessee

October 14, 2014

Unlocking Private Company Wealth

Young President's Organization, Memphis, Tennessee

August 15, 2014

Understanding Baby Boomer Business Owners: Options for Transitioning the Business

Society of Financial Service Professionals, Orlando, Florida



May 13, 2014

An Integrated Theory of Major Valuation Issues of Today
Webinar, Financial Consulting Group

April 25, 2014

The Defining Debate on the Hot Topics in Business Valuation
AICPA AAML National Conference on Divorce, Las Vegas, Nevada

April 24, 2014

The Five Really BIG Valuation Issues
AICPA AAML National Conference on Divorce, Las Vegas, Nevada

April 24, 2014

The Great Debate: The Future of Marketability Discounts Panel
AICPA AAML National Conference on Divorce, Las Vegas, Nevada

November 26, 2013

The Integrated Theory of Business Valuation
2nd International OIV Conference on Business Valuation, Milan, Italy

November 6, 2013

The Value of Brands Is in And at the Margin
2013 RICS Asia Valuation Conference, Tokyo, Japan

October 15, 2013

Business Valuation Standards
2013 Annual Conference of the American Society of Appraisers, San Antonio, Texas

September 17, 2013

Structuring Effective Buy-Sell Agreements
Exit Planning Institute Annual International Conference, Cleveland, Ohio

August 15, 2013

The Value in Discounting Discounts - Partial Interest Valuations and Discounts
IRS Valuation Summit, Los Angeles, California

July 11, 2013

Buy-Sell Agreements: An Interview
Webinar sponsored by the Exit Planning Institute

January 16, 2013

Buy-Sell Agreements for Attorneys
Firm Seminar Sponsored by Carlton Fields Law Firm, Tampa, Florida (broadcast to satellite offices)



December 18, 2012

Buy-Sell Agreements for Attorneys

Firm Seminar Sponsored by Bradley Arant Boult Cummings Law Firm, Birmingham, AL

December 12, 2012

The Hot Five Topics in Business Valuation Today

Financial Consulting Group-Sponsored Webinar

November 29, 2012

Buy-Sell Agreements for Closely Held & Family Business Owners

Firm Seminar Sponsored by Roth & Company, CPAs, New York, New York

November 12, 2012

Panel: "Hardball with Hitchner"

The 2012 AICPA Fraud & Business Valuation Annual Conference, Orlando, Florida

November 12, 2012

The Hot Five Topics in Business Valuation Today

The 2012 AICPA Fraud & Business Valuation Annual Conference, Orlando, Florida

October 25, 2012

Conference Keynote: The History of Business Valuation in the United States

The Institute of Australian Chartered Accountants, Melbourne, Australia

October 24, 2012

The Integrated Theory of Business Valuation Workshop

The Institute of Australian Chartered Accountants, Melbourne, Australia

July 25, 2012

Advanced Business Valuation Topics in 2012

American Academy of Matrimonial Lawyers-Sponsored Webinar

July 20, 2012

Buy-Sell Agreements for Estate Planners

Wealth Counsel 2012 Symposium, Denver, Colorado

May 21, 2012

Statutory Fair Value in New York

New York State Society of CPAs, New York, New York

May 16, 2012

Four Things You Need to Know about Buy-Sell Agreements

Wealth Counsel-Sponsored Webinar



May 11, 2012

Appraisal Wars: Bridging the Gap Between Accepted Valuation Methods, Legal Measures of Value in Divorce and the Things Appraisers Do *with Richard R. Orsinger, JD, AICPA/AAML National Divorce Conference, Las Vegas, Nevada*

November 1, 2011

Buy-Sell Agreements

Pennsylvania Institute of CPAs Business Valuation Conference, Harrisburg, Pennsylvania

October 21, 2011

Estate of Gallagher: How the Court Sees the State of Business Valuation

with L. Paul Hood, Jr., JD, LLM, Webcast sponsored by Business Valuation Resources

October 13, 2011

Buy-Sell Agreements

Western Michigan Society of Financial Services Professionals, Grand Rapids, Michigan

September 28, 2011

The New International Valuation Standards and What They Mean to Appraisers

The American Society of Appraisers-Sponsored Webinar

September 23, 2011

Buy-Sell Agreements and the Valuation of a Closely-Held Business

Tennessee Society of CPAs Business & Industry Conference, Memphis, Tennessee

September 15, 2011

Opinions of the IRS Critiques of the DLOM Studies, Databases and Model *with Travis W. Harms, CFA, CPA/ABV, Valuation Products & Services-Sponsored Webinar*

September 7, 2011

Buy-Sell Agreements

The American Bar Association Real Property Trust & Estate Law Section-Sponsored Webinar

August 18, 2011

Buy-Sell Agreements *with Louis A. Mezzullo, Esq.*

Webcast sponsored by the American Bar Association

August 9, 2011

Buy-Sell Agreements

Young Presidents Organization Forum, Memphis, Tennessee

August 2, 2011

Business Succession Planning

National Business Institute, Memphis, Tennessee



July 14, 2011

Standards and Premises of Value *with Travis W. Harms, CFA, CPA/ABV*
Webcast sponsored by the AICPA

July 11, 2011

Case Studies in Business Appraisal Review
The Business Valuation and Certification Training Center, Chicago, Illinois

June 28, 2011

Demystifying Statutory Fair Value
Financial Consulting Group-Sponsored Webinar

May 2, 2011

Buy-Sell Agreements: Understanding Dangers Present in Every Agreement
Current Topics in Business Valuation, New York Chapter of the ASA, New York, New York

April 29, 2011

Buy-Sell Agreements for Closely Held and Family Business Owners
American Academy of Matrimonial Lawyers Family Law Seminar, Orlando, Florida

April 28, 2011

LinkedIn for Attorneys
American Academy of Matrimonial Lawyers Family Law Seminar, Orlando, Florida

January 18, 2011

The Business Appraiser's Buy-Sell Agreement Business Development Plan
Mercer Capital-Sponsored Webinar

October 26, 2010

How to Know Your Buy-Sell Agreement Will Work Without Triggering It
Mercer Capital-Sponsored Webinar

October 22, 2010

Buy-Sell Agreements for Closely Held and Family Business Owners
Tennessee Society of CPAs Forensics & Valuation Services Conference, Brentwood, Tennessee

October 6, 2010

Issues for the Management of an International Business Valuation Assignment
ASA/CICBV 2010 Annual Conference, Miami, Florida

October 4, 2010

The Market vs. The Income Approach
ASA/CICBV 2010 Annual Conference, Miami, Florida



September 15, 2010

Buy-Sell Agreements in Business and in Life
Rotary Club Meeting, Memphis, Tennessee

August 27, 2010

Buy-Sell Agreements for Closely Held and Family Business Owners
B.I.G. Breakfast Meeting, Ft. Lauderdale, Florida

August 26, 2010

Buy-Sell Agreements for Closely Held and Family Business Owners
Blueprints for Business Owners, Ft. Lauderdale, Florida

August 19, 2010

Buy-Sell Agreements for Closely Held and Family Business Owners
Valuation Products and Services and Financial Consulting Group-Sponsored Webinar

August 11, 2010

Discounts for Lack of Marketability
Business Valuation Resources-Sponsored Webinar

June 2, 2010

Marketability Discounts and Business Valuation Standards
NACVA and the IBA 2010 Annual Consultants' Conference, Miami, Florida

June 2, 2010

Professional Services Networking – Your LinkedIn Primer
NACVA and the IBA 2010 Annual Consultants' Conference, Miami, Florida

May 7, 2010

Attorney Tricks/Witness Traps: The Litigation Wars, *with Jeffrey Brend, JD, CPA/ABV, ASA, CFE, AAML*
AICPA/AAML National Divorce Conference, Las Vegas, Nevada

May 7, 2010

Subsequent Events
AICPA/AAML National Divorce Conference, Las Vegas, Nevada

April 17, 2010

Buy-Sell Agreements
ACTEC Regional Meeting, Knoxville, Tennessee

April 15, 2010

Rebuilding the Economic Value of Your Business
Transitions: The Changing Environment for Family Companies, Celebration, Florida



January 8, 2010

Subsequent Events

Business Valuation Resources-Sponsored Teleseminar

January 7, 2010

Subsequent Events: Known or Knowable

Valuation, Forensic Accounting, and Litigation Services Conference, Ft. Lauderdale, Florida

November 16, 2009

Buy-Sell Agreements

AICPA Business Valuation Conference, San Francisco, California

October 19, 2009

So You Want to Be an Expert?

Southern Federal Tax Institute, Atlanta, Georgia

October 15, 2009

How to Know Your Buy-Sell Agreement Will Work Without Triggering It

Mercer Capital-Sponsored Webinar

September 24, 2009

Rate and Flow: Determining Active/Passive Appreciation in Marital Dissolutions

BV Resources Divorce Summit, Chicago, Illinois

September 18, 2009

“Buy-Sell Agreements” and “Valuation Discounts”

Mid-South Estate Planning Council, Memphis, Tennessee

July 29, 2009

You’ll Never Think of Buy-Sell Agreements the Same Way Again

Blueprints for Tomorrow-Sponsored Webinar

May 27, 2009

Discounts for Lack of Marketability and Subsequent Events

2009 NACVA Annual Conference, Boston, Massachusetts

April 29, 2009

Buy-Sell Agreements and The One Percent Solution

Hoosier Hills Estate Planning Council, Bloomington, Indiana

February 17, 2009

Thinking About Value

John Deere Executive Leadership & Management Development Conference, Overland Park, Kansas



February 6, 2009

Active vs. Passive Appreciation

American Academy of Matrimonial Lawyers, Greensboro, North Carolina

November 11, 2008

Fairness Opinions

AICPA/ASA Business Valuation Conference, Las Vegas, Nevada

September 18, 2008

The Quantitative Marketability Discount Model

Summit on Discount for Lack of Marketability, San Diego, California

September 16, 2008

Rate & Flow: Determining Active/Passive Appreciation in Marital Dissolutions

Divorce: A Hands-On Workshop for BV Practitioners, Atlanta, Georgia

September 12, 2008

Understanding Buy-Sell Agreements: What Attorneys Must Know

with Paul L. Hood, Esq. and Hugh Q. Gottschalk, JD, Teleseminar sponsored by BV Resources Legal

September 8, 2008

Buy-Sell Agreements: Ticking Time Bombs or Reasonable Resolutions?

Miller & Martin, PLLC – Firm-wide presentation

May 12, 2008

Wealth Creation, Asset Management, and Estate Planning

Independent Business Leadership Executives Forum, Orlando, Florida

April 22, 2008

The Analyst's Guide to SFAS 157 and the Valuation of Illiquid Assets *with Travis W. Harms, CFA, CPA/ABV, CFA Society of Memphis, Memphis, Tennessee*

January 13, 2008

Buy-Sell Agreements: Ticking Time Bombs or Reasonable Resolutions?

ING International Forum, Miami, Florida

December 5, 2007

Buy-Sell Agreements

American Society of Appraisers, Maryland Chapter, Baltimore, Maryland

December 5, 2007

Discount Tango and The Integrated Theory of Business Valuation

Baltimore Estate Planning Council, Baltimore, Maryland



December 3, 2007

An Integrated Theory of Business Valuation

AICPA Business Valuation Annual Conference, New Orleans, Louisiana

December 2, 2007

Discounts for Lack of Marketability Panel

AICPA Business Valuation Annual Conference, New Orleans, Louisiana

November 20, 2007

Buy-Sell Agreements

Financial Executives International Meeting, Memphis, Tennessee

October 9, 2007

The One Percent Solution

The McGehee Group Conference, Las Vegas, Nevada

September 19, 2007

The Cash Flow IQ: A Tool for Fundamental Financial Insights

CFA Society of Houston, Houston, Texas

September 18, 2007

The Cash Flow IQ: A Tool for Fundamental Financial Insights

CFA Society of Dallas, Dallas, Texas

September 17, 2007

The One Percent Solution

Partners Financial Private Business Group Conference, Chicago, Illinois

July 19, 2007

Buy-Sell Agreements: Opportunities and Challenges for Business Appraisers

Part Three of Teleseminar Series sponsored by BV Resources and Mercer Capital

June 21, 2007

Buy-Sell Agreements: Ticking Time Bomb or Reasonable Resolution?

Institute of Business Appraisers 2007 Annual Conference, Denver, Colorado

June 14, 2007

The Planner's Role in Buy-Sell Agreements

Part Two of Teleseminar Series sponsored by BV Resources and Mercer Capital

May 24, 2007

You'll Never Think of Buy-Sell Agreements The Same Way Again

Part One of Teleseminar Series sponsored by BV Resources and Mercer Capital



February 22, 2007

Buy-Sell Agreements: Ticking Time Bomb or Reasonable Resolution?

Duff & Phelps – Firm-wide presentation

February 19, 2007

Buy-Sell Agreements: Ticking Time Bombs or Reasonable Resolutions?

Heartland Business Roundtable Radio Show

January 11, 2007

Buy-Sell Agreements: Ticking Time Bomb or Reasonable Resolution?

Georgia Society of CPAs, Atlanta, Georgia

December 3, 2006

Buy-Sell Agreements: Ticking Time Bomb or Reasonable Resolution?

AICPA Business Valuation Conference, Austin, Texas

October 20, 2006

Today's Word on Lack of Marketability

CICBV/ASA Annual Conference, Toronto, Canada

September 18, 2006

Buy-Sell Agreements: Ticking Time Bomb or Reasonable Resolution?

Virginia Society of CPA's Business Valuation, & Litigation Services Conference, Richmond, Virginia

August 25, 2006

Buy-Sell Agreements: Ticking Time Bomb or Reasonable Resolution?

Business Enterprise Institute 2006 Annual Exit Planning Conference, Denver, Colorado

June 15, 2006

Present Value, Business Valuation Basics & Buy-Sell Agreements

Polsinelli Shalton Welte Suelthaus PC Business Law Institute, St. Louis, Missouri

June 13, 2006

The QMDM: A Shareholder-Level DCF

Mercer Capital-Sponsored Webinar

June 5, 2006

Buy-Sell Agreements: A Business Appraiser's Perspective

Burch Porter & Johnson Law Firm – Firm-wide presentation

June 1, 2006

Buy-Sell Agreements: Ticking Time Bomb or Reasonable Resolution?

2006 National Association of Certified Valuation Analysts, Business Valuation Conference, San Francisco, California



May 18, 2006

Buy-Sell Agreements: A Business Appraiser's Perspective

Baker & Hostetler Law Firm – Firm-wide presentation

May 2, 2006

Viewpoints on Value

Philadelphia Estate Planning Council, Philadelphia, Pennsylvania

March 30, 2006

Buy-Sell Agreements: Ticking Time Bomb or Reasonable Resolution?

Mercer Capital-Sponsored Webinar

March 9, 2006

Marketing Your BV Practice

Business Valuation Resources and Mercer Capital-Sponsored Webinar

February 20, 2006

Buy-Sell Agreements: A Business Appraiser's Perspective

Butler Snow Law Firm – Firm-wide presentation

January 25, 2006

Buy-Sell Agreements: A Business Appraiser's Perspective

Glankler Brown Law Firm – Firm-wide presentation

January 18, 2006

Is Your Business Ready for Sale? – Session Three

Teleseminar sponsored by Mercer Capital

December 14, 2005

Is Your Business Ready for Sale? – Session Two

Mercer Capital-Sponsored Teleseminar

November 10, 2005

Buy-Sell Agreements: A Business Appraiser's Perspective

Baker Donelson Law Firm – Firm-wide presentation

November 2, 2005

Is Your Business Ready for Sale? – Session One

Mercer Capital-Sponsored Teleseminar

September 30, 2005

The Integrated Theory of Business Valuation

8th Annual Conference of the Arizona Society of CPAs, Phoenix, Arizona



June 10, 2005

Financial Institutions: Valuation & Value Drivers

Financial Institutions Forum, PKF North American Network, Atlanta, Georgia

June 2, 2005

The Integrated Theory of Business Valuation

2005 National Association of Certified Valuation Analysts, Business Valuation Conference, Philadelphia, Pennsylvania

May 20, 2005

Business Valuation & Exit Strategies

National Association of Personal Finance Advisors National Conference, Tampa, Florida

May 19, 2005

The Integrated Theory of Business Valuation

2005 Business Valuation Conference, Atlanta, Georgia

May 13, 2005

Business Valuation and What Does Fair Market Value Really Mean?

2005 Bankruptcy and Commercial Law Seminar, UALR Bowen School of Law, Little Rock, Arkansas

November 8, 2004

The Integrated Theory of Business Valuation

AICPA 2004 Business Valuation Conference, Orlando, Florida

October 21, 2004

The Integrated Theory of Business Valuation

Closely Held Investment Workshop, Westbrook, Connecticut

October 8, 2004

Valuing Financial Institutions

American Society of Appraisers' 2004 Business Valuation Conference, San Antonio, Texas

September 21, 2004

Integrating the DCF and Gordon Models with the Discount Rate of the ACAPM: The Theory and Practical Tips

The Financial Consulting Group and Mercer Capital-Sponsored Teleseminar

September 13, 2004

Mergers & Acquisitions

Annual Member Conference, Federal Home Loan Bank, Carlsbad, California

July 19, 2004

It's Your Business: Understanding & Building Transferable Value

National Speakers Association 2004 Convention, Phoenix, Arizona



June 7, 2004

The Outlook for Mergers of Equals

Darling Consulting Group, Newburyport, Massachusetts

May 17, 2004

The Integrated Theory of Business Valuation

New York Society of CPA's, New York, New York

March 18, 2004

Real World Reflections on Business Value

Vanderbilt University – Owen Graduate School of Management, Nashville, Tennessee

November 18, 2003

Sarbanes-Oxley: What It Means to Business Appraisers

AICPA Business Valuation Conference, Phoenix, Arizona

November 18, 2003

Issues in Lack of Marketability Discounts

AICPA Business Valuation Conference, Phoenix, Arizona

October 17, 2003

S Corporation Valuation Issues

American Society of Appraisers' Advanced Business Valuation Conference, Chicago, Illinois

October 17, 2003

Opportunities & Challenges for Appraisers under Sarbanes-Oxley: A New Arena for the Appraisal Profession

American Society of Appraisers' Advanced Business Valuation Conference, Chicago, Illinois

September 25, 2003

The Integrated Theory of Business Valuation

Workshop for Managing Closely Held Business Interests in Estates and Trusts, Cleveland, Ohio

September 15, 2003

The Integrated Theory of Business Valuation

Financial Consulting Group Annual Fall Conference, Memphis, Tennessee

July 14, 2003

Sarbanes-Oxley: What it Means to Business Appraisers

American Society of Appraisers' International Conference, Tampa, Florida

May 31, 2003

Current Valuation Techniques and Theories: The QMDM

ACTEC Annual Southern Region Seminar, Lexington, Kentucky



May 9, 2003

Sarbanes-Oxley's Impact on Appraisal Work

Current Topics in Business Valuation, New York City Chapter of the ASA, New York, New York

February 4, 2003

The Integrated Theory of Business Valuation

Los Angeles Business Valuation Chapter of the American Society of Appraisers, Los Angeles, California

January 24, 2003

S Corporation Valuation Issues

American Bar Association S Corporation Committee Mid-Year Meeting, San Antonio, Texas

October 26, 2002

The Integrated Theory of Business Valuation

ASA/CICBV 5th Annual Joint Business Valuation Conference, Orlando, Florida

September 23, 2002

Shareholder Value Management for Independent Community Banks

2002 Financial Institutions Conference of the Tennessee Society of CPAs, Nashville, Tennessee

September 19, 2002

S Corporation Valuation

Business Valuation Association of Chicago, Chicago, Illinois

August 27, 2002

S Corporation Valuation

American Society of Appraisers' 2002 International Appraisal Conference, San Diego, California

August 13, 2002

Tax Affecting S Corporation Earnings

BV Resources Teleseminar with Dr. Mukesh Bajaj, George Hawkings, and Dr. Shannon Pratt

August 6, 2002

The Finer Points of Balance Sheet Valuation: Core Deposit Intangible Asset Valuation

SNL Center for Financial Education 2002 Analyst Training, University of Virginia, Charlottesville, Virginia

May 24, 2002

Quantifying Marketability Discounts – The 10th Round

2002 NACVA Annual Business Valuation Conference, San Diego, California

May 10, 2002

S Corporation Valuation Controversy

American Society of Appraisers (New York Chapter), New York, New York



May 10, 2002

The Integrated Theory of Business Valuation

American Society of Appraisers (New York Chapter), New York, New York

November 30, 2001

Marketability and Minority Interests Discounts in Divorce

2001 NACVA Regional Symposium, Las Vegas, Nevada

November 16, 2001

Current Issues in Business Valuation

Tennessee Society of CPAs, Franklin, Tennessee

October 26, 2001

Important Issues in the Valuation Process

Corporate Finance, University of Memphis, School of Law, Memphis, Tennessee

September 28, 2001

Fundamentals & Controversies in Valuation

Business Valuation Seminar, Family Law Section of the Tennessee Bar Association, Memphis, Tennessee

August 1, 2001

How to Review a Business Valuation Report

IRS, LMSB Engineering Continuing Professional Education, Houston, Texas

July 23, 2001

The Quantitative, Rate of Return Analysis vs. a Benchmark Analysis for the Development of Marketability Discounts

American Society of Appraisers' International Conference, Pittsburgh, Pennsylvania

July 7, 2001

What Every Business Owner Needs to Know About Maximizing Value

Young President's Organization Family Meeting, Montebello, Quebec

July 6, 2001

Is Your Business Ready For Sale?

Young President's Organization Family Meeting, Montebello, Quebec

May 11, 2001

The Quantitative, Rate of Return Analysis for the Development of Marketability Discounts

Institute of Business Appraisers 2001 National Conference, Orlando, Florida

April 19, 2001

Valuation Issues of Interest to Commercial Bankers

Risk Management Association, Memphis, Tennessee



January 12, 2001

Discounts & Premiums Meet the Levels of Value

Litigation & Valuation Services Conference of the Florida Institute of CPAs, Miami, Florida

November 13, 2000

Discounts & Premiums Meet the Levels of Value

2000 AICPA National Business Valuation Conference, Miami, Florida

November 8, 2000

How the Market Values Your Business

Mercer Capital's Uncovering Pathways to Liquidity Seminar, Memphis, Tennessee

August 30, 2000

Discounts & Premiums Meet the Levels of Value

Internal Revenue Service, Fort Monmouth, New Jersey

July 25, 2000

A Conceptual Overview & Perspectives on the Tax Court

Mercer Capital's Business Valuation Boot Camp, Memphis, Tennessee

July 11, 2000

Discounts and Premiums Meet Levels of Value: The Final Chapter & The Deal

Valuation 2000, Las Vegas, Nevada

December 3, 1999

An Overview of Current Business Valuation Issues & Is Your Business Ready for Sale?

Georgia Society of Certified Public Accountants, Savannah, Georgia

December 1, 1999

An Overview of Current Business Valuation Issues

Tax Watch, Memphis, Tennessee

November 17, 1999

Is Your Business Ready for Sale?

University of Tennessee/First American Center for Closely Held Firms, Knoxville, Tennessee

November 16, 1999

Is Your Client's Business Ready for Sale? Shareholder Value Added for the 21st Century

Tennessee Society of Certified Public Accountants, Franklin, Tennessee

November 5, 1999

An Overview of Current Business Valuation Issues & Is Your Business Ready for Sale?

Georgia Society of Certified Public Accountants, Atlanta, Georgia



October 22, 1999

Advanced Virtual Valuation Case Study of an Auto Dealership
1999 AICPA National Auto Dealership Conference, Las Vegas, Nevada

October 8, 1999

Private Businesses Change Hands Frequently: Are Your Clients Ready? and An Overview of Current Business Valuation Issues
Mobile Estate Planning Council, Mobile, Alabama

September 14, 1999

An Overview of Current Business Valuation Issues
Snell & Wilmer, L.L.P., Phoenix, Arizona

August 25, 1999

An Overview of Current Business Valuation Issues
Baker Donelson Bearman & Caldwell, Memphis, Tennessee

August 18, 1999

The Theoretical Determinants of Value in the Context of “Levels of Value”
American Society of Appraisers International Conference, Boston, Massachusetts

June 24, 1999

An Overview of Current Business Valuation Issues
American Institute on Federal Taxation, Birmingham, Alabama

June 21 - 22, 1999

Bank Capital Management for Dummies
15th Annual Balance Sheet Management Conference, Boston, Massachusetts

June 16, 1999

Valuation Issues in Passing on the Family Business
6th Annual Family Office Forum (The IIR Wealth Management Series), Dallas, Texas

May 15, 1999

Business Valuation Trilogy
The American College of Trust and Estate Counsel, Quad State Regional Meeting, Little Rock, Arkansas

May 3, 1999

Is Your Business Ready for Sale?
FMI Supermarket Industry Convention and Educational Exposition, Chicago, Illinois

February 5, 1999

Quantifying Marketability Discounts
1999 Institute of Business Appraisers National Conference, Orlando, Florida



November 30, 1998

Valuation Issues

Waring Cox Law Firm, Memphis, Tennessee

November 24, 1998

Valuing Family Limited Partnerships & Valuation Discounts

Memphis Estate Planning Council, Memphis, Tennessee

November 16, 1998

What's Fair? Ins and Outs of Fairness Opinions

1998 AICPA National Business Valuation Conference, Palm Beach Gardens, Florida

October 16, 1998

Quantifying Marketability Discounts

National Trust Closely Held Business Association, Lake Harmony, Pennsylvania

September 24, 1998

Control and Synergy Premiums

1998 CICBV/ASA Joint Business Valuation Conference, Toronto, Canada

September 10, 1998

Quantifying Marketability Discounts & Building a Business Appraisal Business

California Society of Certified Public Accountants, Los Angeles, California

July 23, 1998

Quantifying Marketability Discounts & Developing a Business Valuation Practice

National Litigation Support Services, Lake Tahoe, California

May 28, 1998

Quantifying Marketability Discounts

1998 NACVA Annual Conference, Washington, DC

May 8, 1998

What's Fair? Ins and Outs of Fairness Opinions

American Society of Appraisers (New York Chapter), New York, New York

March 31, 1998

Quantifying Marketability Discounts & Building a Business Appraisal Business

Private Seminar at Crowe Chizek and Company, LLP

February 12, 1998

Discounts & Premiums

The 11th Annual Unitary Appraisal School, Utah State University, Logan, Utah



January 31, 1998

Big Fish Eat Little Fish, Little Fish Bite Back

1998 Institute of Business Appraisers National Conference, San Antonio, Texas

January 8, 1998

Current Trends in Marketability Discounts

California CPA Education Foundation, San Francisco, California

December 5, 1997

What Every Attorney Should Know About Business Appraisal

Alabama Bar Institute Estate Planning Seminar, Birmingham, Alabama

November 17, 1997

Discounts & Premiums

1997 AICPA National Conference on Business Valuation, San Diego, California

November 11, 1997

Quantifying Marketability Discounts

Association for Corporate Growth (Raleigh Chapter), Raleigh, North Carolina

October 25, 1997

Quantifying Marketability Discounts

Mercer Capital Seminar, San Francisco, California

October 23, 1997

Fairness Opinions

American Society of Appraisers Advanced Business Valuation Conference, San Francisco, California

October 1, 1997

Valuing an ESOP Company

NBC Bank & Executive Financial Services, Memphis, Tennessee

September 25, 1997

Quantifying Marketability Discounts

Business Valuation Association Seminar, Chicago, Illinois

August 18, 1997

Quantifying Marketability Discounts

CPA Associates International, Inc., 1997 Business Valuation Seminar, Baltimore, Maryland

August 4, 1997

Differences in the Risk and Expected Return Investment Characteristics

Appraisal for Ad Valorem Taxation of Communications, Energy & Transportation Properties, Wichita, Kansas



April 23, 1997

Reflections of a Business Appraiser: Building Business and Personal Value
Professional Secretaries' Luncheon, Memphis, Tennessee

March 20, 1997

Valuing an ESOP Company
SouthTrust Bank & Executive Financial Services, Birmingham, Alabama

January 14, 1997

Valuing an ESOP Company
SouthTrust Bank & Executive Financial Services, Birmingham, Alabama

December 12, 1996

Business Valuation: Topics of Interest
Young Presidents' Organization, Memphis, Tennessee

November 22, 1996

Is Your Business Ready for Sale?
The 50th Annual Federal Tax Clinic, Tuscaloosa, Alabama

September 17, 1996

Valuation of Family Business Entities & Quantifying Marketability Discounts
Estate Planning Council of Mississippi, Jackson, Mississippi

July 19, 1996

Valuation of Family Business Entities
23rd Annual Midwest/Mid South Estate Planning Institute, University of Kentucky College of Law, Lexington, Kentucky

July 17-18, 1996

Discounts & Premiums
New York State Society of Certified Public Accountants Business Valuation Conference, New York, New York

June 26, 1996

Value = Earnings/CR: What is CR? and 50 Other Questions about Capitalization Rates
199 AICPA National Conference on Divorce, San Francisco, California

June 26, 1996

What Revenue Ruling 59-60 Does (and Doesn't) Say
1996 AICPA National Conference on Divorce, San Francisco, California



June 7, 1996

Minority Interests and Marketability Discount:

*Twelfth Biennial Business Valuation Conference of the Canadian Institute of Chartered Business Valuators,
Toronto, Ontario Canada*

April 18, 1996

Valuing Family Limited Partnerships

Nashville Bar Association: 1996 Estate Planning CLE Series, Nashville, Tennessee

March 13, 1996

Understanding and Quantifying Marketability Discounts

Los Angeles Chapter of the American Society of Appraisers, Los Angeles, California

February 26, 1996

Valuing Family Limited Partnerships

Stites & Harbison Law Firms

February 20, 1996

Valuing Family Limited Partnerships

Wyatt, Tarrant & Combs Law Firms

February 8, 1996

Reflections of a Business Appraiser: Building Personal and Personal Value

Rotary Club, Covington, Tennessee

January 25-26, 1996

Public Multiples/Private Companies

1996 Institute of Business Appraisers National Conference, Orlando, Florida

January 3, 1996

Quantifying Marketability Discounts

Tax Watch, Memphis, Tennessee

October 4, 1995

Family Limited Partnerships Valuation

Tax Watch Breakfast Group, Memphis, Tennessee

August 4, 1995

Reflections of a Business Appraiser: Building Business and Personal Value

Rotary Club, New Albany, Mississippi

June 20, 1995

Is the "Levels of Value" Concept Still Viable?

American Society of Appraisers International Conference, Denver, Colorado



May 16, 1995

Is Your Business Ready for Sale? The Business Owner's Guide to Shareholder Value
Association for Corporate Growth (Boston Chapter), Boston, Massachusetts

May 9, 1995

Developing & Defending Marketability Discounts
American Society of Appraisers (New York Chapter), New York, New York

November 15, 1994

How Much Should You Pay? Methodologies for the Valuation of Distressed Bonds
Strategic Research Institute, New York, New York

November 4, 1994

Public Multiples/Private Companies
Joint ASA/CICBV Conference, San Diego, California

November 3, 1994

Quantifying Marketability Discounts
Joint ASA/CICBV Conference, San Diego, California

October 28, 1994

Valuation as an Estate Planning Tool
Singleton B. Wolfe Federal Tax Conference, University of Tennessee, Knoxville, Tennessee

October 19, 1994

Quantitative Marketability Discount Methodology
Heiskell, Donelson, Bearman, Adams, Williams & Caldwell, Memphis, Tennessee

October 13, 1994

Is Your Business Ready for Sale?: The Business Owner's Guide to Business Shareholder Value
Life's Cycles Seminar, Memphis, Tennessee

September 27, 1994

Building Shareholder Value Does Not Mean Having to Sell Your Bank
Arkansas Community Banker's Seminar, Little Rock, Arkansas

July 11, 1994

Building Shareholder Value Does Not Mean Having to Sell Your Bank
Tri-State League of Savings Institutions, Orange Beach, Alabama

June 6, 1994

Building Shareholder Value
Balance Sheet Management Conference, Boston, Massachusetts



April 26, 1994

Valuing an ESOP

National Center for Employee Ownership, New Orleans, Louisiana

March 17, 1994

A Brief Overview of Valuation Issues

Tennessee Bar Association, Memphis, Tennessee

February 15, 1994

The Value of Your Business

Detroit Chapter of the Association for Corporate Growth, Detroit, Michigan

January 28, 1994

Business Valuation Standards

Institute of Business Appraisers, Orlando, Florida

October 19, 1993

Valuation as an Estate Planning Tool

Mississippi Estate Planning Council, Jackson, Mississippi

October 15, 1993

Shareholder Value Planning

Arkansas Association of Bank Holding Companies, Little Rock, Arkansas

October 13, 1993

The Valuation of Smaller Banks

National Trust Closely-Held Business Association, Jekyll Island, Georgia

October 7, 1993

Shareholder Value Planning

Bank Holding Company Association of Minnesota, Minneapolis, Minnesota

September 23, 1993

Valuation as an Estate Planning Tool

Chattanooga Estate Planning Council, Chattanooga, Tennessee

September 21, 1993

Valuation as an Estate Planning Tool

Estate Planning Council of Northwestern Florida, Fort Walton Beach, Florida

June 29, 1993

Shareholder/Stakeholder Value Planning

MS/AR League of Savings Institutions, Sandestin Beach, Florida



May 4, 1993

What is Your Bank Worth?

Balance Sheet Management Conference, Boston, Massachusetts

April 1, 1993

Tax-Advantaged Stock Transactions for Closely Held Corporations

Midwest Finance Association, Indianapolis, Indiana

May 16, 1993

Valuation as an Estate Planning Tool

Associated Builders and Contractors, Las Vegas, Nevada

January 29, 1993

Building Value: A Business and Personal Imperative

The Phoenix Club, Memphis, Tennessee

January 19, 1993

Valuation as an Estate Planning Tool

Marion County Estate Planning Council, Ocala, Florida

January 6, 1993

Valuation of Closely Held Businesses

Seminar Series Sponsored by the Tennessee Bar Association and the Tennessee Society of CPAs, Memphis, Knoxville, and Nashville, Tennessee

November 13, 1992

What's Your Bank Worth?

1992 Bank Directors and Senior Management Conference, Wyoming Bankers Association, Billings, Montana

October 22, 1992

Valuing Financial Institutions: An Industry Perspective

Business Valuation Association, Chicago, Illinois

September 28, 1992

Real World Applications of the Capital Asset Pricing Model

FMA Student Group of Memphis State University, Memphis, Tennessee

September 17, 1992

Valuation as an Estate Planning Tool

Louisville Estate Planning Council, Louisville, Kentucky



September 14, 1992

Valuing Financial Institutions

Tennessee Society of CPAs, Nashville, Tennessee

August 26, 1992

An Analyst's Perspective on Increasing Bank Productivity

Union Planters Corporation Regional Group, Memphis, Tennessee

June 25, 1992

An Industry Focus: Valuing Financial Institutions

American Society of Appraisers International Conference, New Orleans, Louisiana

May 28, 1992

What's Your Bank Worth?

Mississippi Bankers Association Annual Convention, Panama City, Florida

March 26, 1992

Valuation as an Estate Planning Tool

Carolinas AGC Business Succession Seminar, Charlotte, North Carolina

December 12, 1991

Using Business Valuation to Identify and Reduce Banker's Risk

Mississippi Regulatory Compliance Group, Jackson, Mississippi

April 25, 1991

Valuation as an Estate Planning Tool

International Association for Financial Planning, Jackson, Mississippi

April 24, 1991

The Adjusted Capital Asset Pricing Model

The Family Business Forum, Chicago, Illinois

January 22, 1991

Valuation as an Estate Planning Tool

Memphis Estate Planning Council, Memphis, Tennessee

June 25, 1990

Capitalization Rates for Closely Held Companies

American Society of Appraisers International Conference, Long Beach, California

May 23, 1990

Valuation After the Leveraged ESOP Transaction

ESOP Association Annual Conference, Washington, DC



March 22, 1990

Capitalization Rates for Closely Held Companies

Business Valuation Association, Chicago, Illinois

February 2, 1990

A Case Law Update for Business Appraisers

American Society of Appraisers, Salt Lake City, Utah

December 7, 1989

Employee Stock Ownership Plans

Tennessee Valley Employee Benefits Council, Knoxville, Tennessee

October 25, 1989

Valuation Issues

National Center for Employee Ownership Workshop, Louisville, Kentucky

October 9, 1989

A Banker's Introduction to Business Valuation

Sovran Bank, Memphis, Tennessee

June 26, 1989

A Case Law Update for Business Appraisers

American Society of Appraisers International Conference, St. Louis, Missouri

June 1, 1989

Appraisal for ESOPs

National Center for Employee Ownership, Nashville, Tennessee

May 24, 1989

Appraisal for ESOPs

ESOP Association, Washington, DC

October 26, 1988

Branching and Interstate Banking: Impact on Bank Stock Values

Arkansas Association of Bank Holding Companies, Little Rock, Arkansas

October 4, 1988

Bank Valuation

Virginia Bankers Association, Charlottesville, Virginia

September 16, 1988

A Banker's Introduction to Business Valuation

Deposit Guaranty National Bank, Jackson, Mississippi

