



ANNUAL CONSULTANTS' CONFERENCE

JUNE 8-11
2011
SAN DIEGO

NATIONAL ASSOCIATION OF CERTIFIED VALUATORS AND ANALYSTS • INSTITUTE OF BUSINESS APPRAISERS

Track: **Industry Keynote**

Session Date/Time: *Friday, June 10, 2011 • 10:15 – 11:55 AM*

Session Title: **Value Maps/Value Enhancement**

Session Summary:



Practitioners in the valuation space are in a unique position to use a conventional engagement as a springboard to help client companies in other ways. They can do that either as part of the valuation process or in a separate consulting arrangement. In this session Warren Miller, who wrote *Value Maps: Valuation Tools That Unlock Business Wealth* (Wiley, 2010), showcases the use of the Value Maps Excel template to uncover those value-added opportunities to serve clients.

CPE Hours/Fields of Study: CPE: 2 • 2Hrs-MAS

Presenter Bio(s): **Warren D. Miller, MBA, CPA, CFA, ASA**



Dorothy Beckert and Warren Miller co-founded their firm in Tulsa in 1991. BECKMILL RESEARCH, LLC, originated the SPARC Framework and the Value MapSM, a proprietary tool that guides the use of firm-specific capabilities and resources to extend durability of competitive advantage and increase enterprise value. Now based in the Virginia countryside near Lexington, Va., the firm limits its work to value maps, litigation support, valuation, M&A, strategy (building new capabilities; related diversification; executive screening/recruiting/testing), exit planning (including succession and transitions, planned or not), and statistics-driven research (e.g., customer-loyalty surveys; stand-alone public-comps analysis; employee-satisfaction surveys). Affiliate firms, BECKMILL EDUCATION, LLC, and BECKMILL CAPITAL, LLC, design/market webinars/'live discussion' classes and provide M&A services, respectively.