



ANNUAL CONSULTANTS' CONFERENCE

JUNE 8-11
2011
SAN DIEGO

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

Track: **Pre-Conference Symposium: Current Update in Valuations**

Session Date/Time: *Wednesday, June 8, 2011 • 12:55 – 1:50 PM*

Session Title: **Normalizing Financial Statements: Normal or Not? Factors to Consider**

Session Summary: This session will concentrate on the challenges valuers face in normalizing financial statements. Where is the industry heading in providing support for compensation, built in capital gains tax, and enterprise v. personal goodwill? Tips on successful interview skills, for example how to ask tough questions under adverse conditions. Finally, how and when to consider a subsequent event and dealing with scope limitations.



CPE Hours/Fields of Study: CPE: 1 • 1Hr-AC

Presenter Bio(s) **Brandi L. Ruffalo, MBA, AVA**



Brandi is founder and President of The Business Development Company and co-founder of Valuation and Forensic Partners, LLC. Through these entities our firm offers comprehensive business valuation, forensic accounting, fraud investigation and litigation support services for shareholder disputes, damages, lost profit calculations, marital dissolution, financial record reconstruction, financial reporting, business transactions, and tax purposes.

Garth Tebay, CPA, CVA, CM&AA, CFFA



Garth is a practicing Certified Public Accountant, Certified Valuation Analyst, Certified Forensic Financial Analyst and Certified in Mergers & Acquisition Analyst with over 36 years of experience. He is the founder and Managing Partner of Value Defined, LLC™, a business valuation and litigation support firm in Perrysburg, Ohio. He is also the Managing Partner of Tebay & Associates, LLC, full service accounting, tax, and consulting firm in Perrysburg, Ohio as well as Affiliate Board Member of Business Growth Alliance, which provides value growth consulting and investment banking services to owners of medium-sized businesses.