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Register and pay by Sept. 29
VIP members-only fee



EARLY BIRDS SAVE \$50

Register by Oct. 13



REGISTER NOW

www.mncpa.org/cpe/23cf-bval

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Minnesota Society of CPAs
1650 W. 82nd St., Suite 600
Bloomington, MN 55431

YES! Sign me up for the MNCPA Business Valuation Conference.

☐ In-person ☐ Livestream

Name _____ Company _____

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DIETARY RESTRICTIONS

☐ Vegetarian ☐ Vegan ☐ Gluten-free ☐ Food allergy _____

For in-person event attendees only.

FEES AND PAYMENT

Total amount due _____ ☐ Check enclosed ☐ Bill me

Credit cards accepted online and via phone. To receive the VIP members-only discount, you must be an MNCPA member (when you register and on the day of the event), register by the VIP deadline and pay when you register.

Cancellation and refund policy: Receive a full refund if you cancel before Oct. 26.

Materials: Event materials are available electronically only, three business days before the event until two weeks after (full payment required).

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Special requests: Please notify the MNCPA of any special needs or ADA requests. Every effort will be made to accommodate you.

MNCPA in-person events: Your health and safety is our number one priority. For details about attending in-person events, visit www.mncpa.org/InPerson.

Meals and refreshments: Meals and refreshments are provided to in-person attendees only.



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Elevate your impact.

MNCPA

Business Valuation Conference

Nov. 1, 2023
MNCPA Education Center or
Livestream



STUDY THE PLAYBOOK

- Examine best practices, trends and court cases related to estate tax valuations, transaction perspectives, BVFLS and more.
- Hear from nationally recognized valuation and litigation experts.
- Choose how you attend! Come to the in-person option or watch the livestream from anywhere.

REGISTER TODAY! www.mncpa.org/cpe/23cf-bval

MNCPA Business Valuation Conference

Nov. 1, 2023 | MNCPA Education Center or Livestream

STUDY THE PLAYBOOK Practice the best strategies



BVFLS BEST PRACTICES • ESTATE TAX VALUATIONS • MEMBERS SAVE \$100



Elevate your impact.

Business Valuation Conference

Nov. 1, 2023 | MNCPA Education Center or Livestream

STUDY THE PLAYBOOK

Practice the best strategies

The valuation process involves many complicated strategies. Whether you’re performing estate and gift calculations or involved in litigation situations, study the valuation playbook at this unique event. Learn about recent court cases, review best practices, examine market trends and hear from leaders in the industry.

EVENT ESSENTIALS

Date	Wednesday, Nov. 1, 2023	Fees	\$575 nonmember \$475 member
Time	8 a.m.–4:30 p.m. Central	Save \$100!	VIP members-only discount <i>MNCPA members only. Register and pay by Sept. 29.</i>
Format	In-person or livestream		
Code	23CF-BVAL		
Credits	8 CPE / 8 ABV 6.5 CLE (standard)	Save \$50!	Early bird discount <i>Register by Oct. 13.</i>

SCHEDULE

8–9:20 a.m.	A1. Did the US Avoid a Recession in 2023?
9:30–10:45 a.m.	B1. The Business Valuation Profession Today
10:55–11:45 a.m.	C1. Best Practices in BVFLS in a Post-Pandemic Era
11:45 a.m.–12:40 p.m.	Lunch
12:40–1:30 p.m.	D1. Estate Planning Valuation Topics of Interest Today
1:40–2:30 p.m.	E1. Valuing Professional Services Practices
2:40–3:30 p.m.	F1. Transaction Perspectives on Business Valuation
3:40–4:30 p.m.	G1. Court Case Update

Visit www.mncpa.org/cpe/23cf-bval for full conference details and registration.

WEDNESDAY, NOV. 1

8-9:20 a.m.

A1. Did the U.S. Avoid a Recession in 2023?

King Banaian, Ph.D., St. Cloud State University, St. Cloud, MN

At the beginning of 2023, most economists predicted the U.S. would enter a recession over the next six months or so. With each passing month, forecasters pushed out the date of its start. What happened? Did forecasters blow it (again)? Identify what constitutes a recession and analyze current economic and financial data to determine trends. Draw comparisons between what’s happening now, economically and financially, to previous periods of recession. Dr. Banaian offers a bit of a mea culpa as he was one of the forecasters who DID predict a recession. How do you learn from your mistakes? How does a forecaster evaluate her or his work and report when they have erred?

FOS: Economics - Technical (1.5)

9:30-10:45 a.m.

B1. The Business Valuation Profession Today

Andrew Frew, ASA, ABV, Mercer Capital, Houston, TX

Explore the dynamic landscape of the business valuation profession, dissecting the current trends, challenges and opportunities that are shaping its future. Discuss the current size of the profession, the average age of business appraisers and what that means for our future. In addition, examine what is driving the need for valuation services today and what the future might hold for the profession.

FOS: Management Services - Technical (1.5)

“Another great conference!” – 2022 attendee

10:55-11:45 a.m.

C1. Best Practices in BVFLS in a Post-Pandemic Era

Ronald Seigneur, MBA, CPA/ABV, ASA, CVA, Seigneur Gustafson, LLP, Lakewood, CO

Look into practice management tips and tactics for improved efficiencies and profitability within your business valuation, forensic and litigation support (BVFLS) practice. Explore ways to effectively manage and motivate a hybrid, post-pandemic workforce. Gain insights on how to maintain a healthy work-life balance and tips for marketing your practice effectively. Sample reports will also be touched upon.

FOS: Specialized Knowledge - Technical (1)

12:40-1:30 p.m.

D1. Estate Planning Valuation Topics of Interest Today

Andrew Frew, ASA, ABV, Mercer Capital, Houston, TX

Delve into how attorneys evaluate and use valuation reports, focusing on what attorneys are particularly keen on when scrutinizing these reports. Get an overview of the estate planning valuation field, with a special emphasis on the controversies that are currently shaping the narrative, from debates on discount rates, marketability and control adjustments to the role of tax-affecting in valuations. Also, explore the courts’ perspectives on these controversies by analyzing recent legal cases and IRS challenges.

FOS: Taxes - Technical (1)



FEATURED SPEAKERS

RON SEIGNEUR



Ron Seigneur, MBA, CPA/ABV, ASA, CVA, is a founding partner of Seigneur Gustafson, LLP. He specializes in financial forensics, business and intellectual property valuation, practice management consulting and exit and succession planning services.

Visit www.mncpa.org/cpe/23cf-bval to view all speakers and biographies.

JEFF WRIGHT



Jeff Wright is the owner and principal of Corporate Finance Associates (CFA), Minneapolis. He brings more than 40 years of entrepreneurial management experience to his work advising company owners as an investment banker.

1:40–2:30 p.m.

E1. Valuing Professional Services Practices

Ronald Seigneur, MBA, CPA/ABV, ASA, CVA, Seigneur Gustafson, LLP, Lakewood, CO

Explore the most common methods used to value professional practices, including the use and abuse of the excess earnings method and multi-attribute utility model (MUM) factors. Touch on the nuances associated with various industries, such as law, health care, dentistry, veterinary medicine and others. Sort out enterprise versus professional goodwill and review some helpful sources of information, including articles and case law.

FOS: Specialized Knowledge - Technical (1)

2:40–3:30 p.m.

F1. Transaction Perspectives on Business Valuation

Jeffrey Wright, Corporate Finance Associates, Minneapolis, MN

All roads lead to Rome, but different valuations don’t always end up at the same number. Take a closer look at how actual deal valuation differs from non-transaction valuations. Review the most important value drivers sophisticated buyers look for and the power of synergies and adjacencies in driving M&A value. Examine how deal structure can have a big impact on deal valuation.

FOS: Specialized Knowledge - Technical (1)

FOR THE RECORD

HIGHLY RECOMMENDED

100% of 2022 survey respondents said they’d recommend this conference to a peer.

YOU CHOOSE HOW YOU ATTEND

Come to the in-person option or watch the livestream. *Space is limited for the in-person event.*

VIP MEMBERS-ONLY SAVINGS

Members save more! Register and pay by Sept. 29 to **save \$100**. Not a member? Visit www.mncpa.org/join to join and start saving.

3:40–4:30 p.m.

G1. Court Case Update

Richard Berning, CPA/ABV, CBA, CVA, CFF, CFP, CMA, ValuationUSA, Long Lake, MN

With the end of 2023, it’s time for an annual review of court cases that have impacted the business valuation and litigation support professions. Dig into cases on a wide range of topics, including shareholder disputes, family law, trust disputes, lost profits and tax issues. Gain insight on what the courts look for and discuss recent significant court decisions.

FOS: Business Law - Technical (1)