

Communiqué

IN PRINT

Robert Reilly, firm managing director, authored an article that appeared in the August 2016 issue of *The Practical Lawyer*. The title of Robert's article was "Bankruptcy-Related Intellectual Property Valuations."

Robert Reilly authored an article that appeared in the Summer 2016 issue of *The Practical Tax Lawyer*. The title of Robert's article was "Bankruptcy-Related Intellectual Property Valuations."

Robert Reilly had two articles that appeared in the Winter 2016 issue of *Insights* reprinted in a presentation at the Florida Bar Wealth Conference in April 2016. Those two articles were "Distinguishing Personal Goodwill from Entity Goodwill in the Valuation of a Closely Held Corporation" and "Closely Held Business Goodwill Valuation Approaches and Methods."

Robert Reilly authored an article that appeared in the May/June 2016 issue of *Construction Accounting and Taxation*. The title of that article was "Measuring the Discount for Lack of Marketability for a Construction Company Valuation."

Robert Reilly also authored a chapter that appeared in the fourth edition of *BVR/AHLA Guide to Healthcare Industry Finance and Valuation*, which was published in August 2016. The title of Robert's chapter is "Valuation Issues Affecting Tax-Exempt Healthcare Organizations."

Robert Reilly also authored an article that appeared in the National Association of Certified Valuators and Analysts (NACVA) online publication at quickreadbuzz.com. The article appeared on June 8, 2016, and was titled "The Cost to Obtain Liquidity: Studies in the Closely Held Company Valuation (Part II of II)." Part I of that article appeared on May 26, 2016, and was titled "Measuring the DLOM for a Closely Held Company Controlling Interest (Part 1 of 2)."

Robert Reilly also authored an article that appeared in NACVA's quickreadbuzz.com on July 21, 2016. The title of Robert's article was "Discounts for Lack of Marketability: Consideration for Closely Held Securities—DLOM Theoretical Models, Part II of II. Part I of that article appeared on July 14, 2016.

Robert Reilly also authored an article that appeared in the June/July 2016 issue of *Financial Valuation and Litigation Expert*. The title of Robert's

article was "Intellectual Property Market Approach Valuation Methods in Bankruptcy Controversies."

Robert Reilly also authored an article that appeared in the June 2016 issue of *Transaction Advisors*. The title of Robert's article was "Discount for Lack of Marketability for Closely Held Company Securities."

Robert Reilly also authored an article that appeared in the May/June 2016 issue of *Valuation Strategies*. The title of Robert's article was "The Market Approach to Valuing Intangible Assets."

IN PERSON

Bob Schweihs, firm managing director, will deliver two presentations at the annual American Society of Appraisers Advanced Business Valuation Conference. The conference will be held September 12-14, 2016, in Boca Raton, Florida. Bob's topics are "Patent Litigation" and "When an Option Is Not an Option."

Robert Reilly will deliver a one-hour webinar for the NACVA on November 7, 2016. The title of Robert's webinar is "The Valuation of Businesses, Securities, and Intangible Assets for Bankruptcy Purposes."

Robert Reilly will also present a one-hour webinar for NACVA on November 11, 2016. The title of Robert's webinar is "The Application of the Cost Approach to Value Intangible Assets."

Robert Reilly will deliver a presentation at the NACVA Financial Forensics and Expert Witness Conference to be held in Chicago on November 14-16, 2016. The title of Robert's presentation is "Valuation of Distressed Businesses and the Plan of Reorganization."

Bob Schweihs delivered a presentation at the Kentucky Society of Certified Public Accountants Business Valuation and Litigation conference on August 12, 2016. The title of Bob's presentation was "Intangible Asset Valuations (including in Dispute Settings)."

Kevin Zanni, Chicago office director, delivered a webinar for NACVA on August 11, 2016. The title of Kevin's webinar was "A Step-By-Step Guide to Applying a Quantitative Method to Support the Discount for Lack of Marketability Selection."