

Willamette Management Associates Insights

COMMUNIQUE

IN PRINT

Robert Reilly, firm managing director, authored an article that was published in the September/October 2007 issue of the American Institute of Certified Public Accountants (AICPA) *Planner* newsletter. The topic of Robert's article was "Personal Financial Planners and the AICPA's Statement on Standards for Valuation Services—Part 1."

Robert Reilly also authored an article that was published in the AICPA publication entitled *CPA Expert*, Winter 2007 issue. The title of Robert's article was "SSVS No. 1 and Management Planning Engagements."

Robert Reilly also authored an article that was published in the *Business Valuation Alert* newsletter. The topic of Robert's article was "The Application of SSVS No. 1 to Valuation Engagements for Financial Planning Purposes."

Robert Reilly authored an article that was published in the September 2007 issue of the AICPA publication *The Journal of Accountancy*. The title of Robert's article is "Professional Guidance in Business Valuation: Applying SSVS No. 1."

Robert Reilly authored an article that was published in the Fall 2007 issue of the *American Journal of Family Law*. The title of Robert's article was "Measuring Company-Specific Risk in Divorce Related Business Valuations."

Robert Reilly authored an article that was published in the September/October 2007 issue of *Valuation Strategies*. The title of that article was "Conducting a Valuation in a Bankruptcy Environment." Robert also serves on the intellectual property editor of the journal *Valuation Strategies*.

Robert Reilly authored an article in the September 2007 issue of the *ABI Journal*, the monthly journal of the American Bankruptcy Institute. The title of Robert's article was "Measuring Economic Obsolescence in the Valuation of Special Purpose Properties." Robert also serves as the valuation editor of the *ABI Journal*.

Robert Reilly authored an article that appeared in the September/October 2007 issue of the journal *Construction Accounting and Taxation*. The title of Robert's article was "Construction Company Valuation and the AICPA Statement on Standards for Valuation Services No. 1."

Robert Reilly contributed several chapters to the 2008 Supplement to *Valuing Professional Practices and Licenses*, third edition, and edited by Ron Brown. Robert authored the following chapters: chapter 8B "Reasonableness of Practitioner/Executive Compensation Analyses for Family Purposes," chapter 9 "Differences in the Valuation of Large

and Small Professional Practices," chapter 11 "Valuing Individual Intangible Assets in Professional Practices," chapter 12B "Professional Guidance from Internal Revenue Service Publications in Family Law Valuations," and chapter 29 "Accounting Practice Valuation Approaches."

Robert Schweihs, firm managing director, also contributed several chapters to the 2008 Supplement to *Valuing Professional Practices and Licenses*, third edition, and edited by Ron Brown. Bob authored the following chapters: chapter 2 "Adjusting the Professional Practice Balance Sheet" and chapter 28 "Sample Medical Practice Valuation Report."

IN PERSON

Robert Reilly delivered a speech at the annual conference of the National Association of Property Tax Representatives—Transportation, Energy, and Communications. This year, the conference was held in October in New Orleans. The title of Robert's speech was "Common Procedures in the Identification, Quantification, and Justification of Economic Obsolescence in a Cost Approach Analysis."

Robert Reilly also participated in a Webinar panel discussion sponsored by the AICPA on October 30, 2007. The topic of the Webinar was "Understanding the Statement on Standards for Valuation Services No. 1 (SSVS No. 1): Detailed Guidance in Implementing SSVS No. 1."

Robert Reilly also delivered two sessions of a technical session before the AICPA annual business valuation conference. The conference was held on December 2-4, 2007 in New Orleans, Louisiana. The title of Robert's presentation was "The Relief from Royalty Method for Intellectual Property Valuation."

Alan Schachter, New York and Westport, Connecticut, office director, was a guest lecturer at Hofstra University School of Law on October 11, 2007. The topic of Alan's presentation was "Valuation Discounts and Premiums" and "Valuation Methods."

Mike Hartman delivered a presentation at the National Center for Employee Ownership conference held in Atlanta on October 29. The topic of Mike's presentation was "Getting the Most Out of Your ESOP."

Mike Hartman also delivered a presentation at the New South Chapter of The ESOP Association conference held on December 6 in Nashville. The topic of Mike's presentation was "Valuation and Appraisal Issues for Closely Held Stock."