## SATURDAY, OCTOBER 10

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>1:00 - 5:00pm</td>
<td>CHAPTER LEADERSHIP FORUM</td>
</tr>
</tbody>
</table>

## SUNDAY, OCTOBER 11

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:30am - 12:00pm</td>
<td>DISCIPLINE COMMITTEE MEETINGS</td>
</tr>
<tr>
<td>1:00 - 5:00pm</td>
<td>BOARD OF GOVERNORS MEETING</td>
</tr>
<tr>
<td>3:00 - 7:00pm</td>
<td>REGISTRATION OPEN</td>
</tr>
<tr>
<td>6:00 - 8:00pm</td>
<td>WELCOME RECEPTION</td>
</tr>
</tbody>
</table>

## MONDAY, OCTOBER 12

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>6:00 - 6:45am</td>
<td>NEW! Sunrise Yoga (optional event, additional fees apply)</td>
</tr>
<tr>
<td>7:00 - 8:00am</td>
<td>REGISTRATION &amp; CONTINENTAL BREAKFAST</td>
</tr>
<tr>
<td>8:00 - 8:30am</td>
<td>Introduction &amp; Opening Remarks</td>
</tr>
<tr>
<td>8:30 - 9:30am</td>
<td>KEYNOTE ADDRESS</td>
</tr>
<tr>
<td>9:30 - 9:35am</td>
<td>Change Break</td>
</tr>
</tbody>
</table>
## Schedule at-a-Glance

### 9:35 - 10:35am

**BUSINESS VALUATION 1**
- **Big Market Delusion**
  - Bradford Cornell

**BUSINESS VALUATION 2**
- **How to Market Your Professional Designation**
  - Barry Lebow

**MULTI-DISCIPLINE**
- **Modeling...Beyond the Math**
  - Douglas Krieser, ASA

**MACHINERY & TECHNICAL SPECIALTIES**
- **The Gray Market: Valuing Unauthenticated Objects**
  - Megan Noh
  - Brian Brusakas

**PERSONAL PROPERTY**
- **CVD Diamond Ubiquity**

**REAL PROPERTY**
- **Appraisal Review & Management**

### 10:35 - 11:00am

**NETWORKING BREAK**

### 11:00am - 12:00pm

**You Get What You Pay For:**
- **Voting, Non-Voting, and Supervoting Shares**
  - John Taylor, ASA
  - Yuka Itami, ASA
- **Why LEAP’s Provide Defendable Discounts for Lack of Marketability (DLOM’s)**
  - Brian Pearson, ASA
- **Gift and Estate Tax Appraisals: an Estate Planner’s Perspective**
  - Mel Justak
- **Cell Towers and Cellular Communications Equipment**
  - David Cole, ASA
- **Architectural Artifacts: Meaningful and Marketable**
  - Eric Nordstrom
- **Gem & Jewelry Collateral Audits**

**REAL PROPERTY**
- **The Great Metropolis: The Development of Chicago (continued)**
  - Mark Munizzo, ASA
  - Lisa Musial, ASA

### 12:00 - 1:00pm

**LUNCH**

### 1:00 - 2:00pm

**Potential Pitfalls of FCF Forecasting in the Terminal Period**
- Joseph Thompson, ASA
- David Neuzil

**Estimating Long Term Growth Rates**
- Ashok Abbott
- Roger Grabowski, FASA

**The Compelling Use of Business Valuation Appraisals in Litigation**
- John Sciaccotta
- Judge Mulroy

**Valuation of Offshore Exploration and Production Equipment**
- John Ray

**Paintings and Works on Paper: Conservation and Condition Impacting Value**
- Rustin Levenson
- Susan Russick

**Fancy Colored Diamond Market Update**

**REAL PROPERTY**
- **The Great Metropolis: The Development of Chicago (continued)**
  - Mark Munizzo, ASA
  - Lisa Musial, ASA

### 2:00 - 2:30pm

**NETWORKING BREAK**

### 2:30 - 3:30pm

**Update on Valuation Cases in Delaware**
- Gil Matthews

**Valuation Enforcement Cases - SEC and IRS Valuation Controversies**
- Anthony Kelly
- Natalie Hoyer Keller

**Crypto Currency**
- Tara Singh
- Tylar St. John

**All Wine Tanks are not Created Equal**
- Jack Young, ASA

**The Tiffany Ceiling: Taking on a Challenging Assignment**
- Patricia Atwood, ASA

**Valuing Unusual Gemstones**

**REAL PROPERTY**
- **Fee Simple Estate vs. Leased Fee Interest**
  - Tom Hamilton

**Appraisal Review: Process vs Technical Knowledge**
- Raymond Rath, ASA

### 3:30 - 4:00pm

**NETWORKING BREAK**

### 4:00 - 5:30pm

**Applying Environmental, Social and Governance Standards to Valuations**
- John Buley

**Early Stage Valuation: A Fair Value Perspective**
- Antonella Puca

**ASC842: Accounting and Valuation Implications for FASB’s New Lease Guidance**
- Steve Hills
- Troy Szopo, ASA

**Valuing Process Plants: Tricks of the Trade**
- Larry Perdue, ASA

**Trusted Estates: Appraising for Trending Tax Strategies**

**REAL PROPERTY**
- **Mineral Appraisals**

**MINERAL APRAISALS**
- **Hemp - How Does it Affect Your Discipline**
- **Convergence of Disciplines: Hotel Appraisal**
  - Gary DeClark

### 5:30 - 6:30pm

**Rising Stars Happy Hour (invitation only)**
### TUESDAY, OCTOBER 13

**NEW! Early Riser 5k Fun Run & Walk**  
(optional event, additional fees apply)

#### BREAKFAST

<table>
<thead>
<tr>
<th>Time</th>
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<tbody>
<tr>
<td>7:00-8:00am</td>
<td>Breakfast</td>
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<tr>
<td>8:00-9:00am</td>
<td>Early Riser Session (TBD)</td>
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</tbody>
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#### Change Break

<table>
<thead>
<tr>
<th>Time</th>
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</thead>
</table>
| 9:05-10:05am| M&A and Valuations: Skilled Nursing and Assisted/Independent Living Facilities  
Vanessa Claiborne, ASA                                       |
| 10:05-11:10am| Conversion Risk: Understanding and Quantifying Country Risk  
James Hamington, ASA  
Carla Nunez                                               |
| 11:10-12:15am| Top 15 Glitches of Valuation Reports for ESOP Purposes  
Hilary Hughes, ASA  
Erin Holli, ASA                                     |
| 10:30-11:30am| Defensive Practices/ Mock Trial (continued)  
Craig Capilla  
Jeffrey Brend  
Mark Munizzo, ASA                                       |
| 10:30-11:30am| Valuation of Cannabis Industry Equipment  
Garrett Schwartz, ASA  
Richard Gilmore, PASA                                    |
| 10:30-11:30am| Signs of Change: Recent Market Milestones in Modern Design  
Peter Jefferson                                             |
| 10:30-11:30am| Emerging Technologies: Lab Grown Diamonds in Semiconductors  
Richard Gilmore, PASA                                       |
| 10:30-11:30am| Emerging Technologies: Lab Grown Diamonds in Semiconductors  
Richard Gilmore, PASA                                       |
| 10:30-11:30am| Malpractice Defense & Insurance  
Larry Hoellwarth                                             |

#### NETWORKING BREAK

<table>
<thead>
<tr>
<th>Time</th>
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</tr>
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</table>
| 10:30am - 12:00pm| TCJA, Kress, Jones, and Cecil: Where Do We Go From Here  
Dan Van Vleet, ASA                                          |
| 10:30am - 12:00pm| Defensive Practices/ Mock Trial (continued)  
Craig Capilla  
Jeffrey Brend  
Mark Munizzo, ASA                                       |
| 10:30am - 12:00pm| Valuation Principles for Healthcare Facilities  
Jack Beckwith, ASA                                           |
| 10:30am - 12:00pm| Mineral, Crystal and Lapidary Objects of Substance: Digging in the Market  
Cigdem Lule                                                   |
| 10:30am - 12:00pm| NY Jewelry Auction Highlights                                         |
| 10:30am - 12:00pm| Defensive Practices/ Mock Trial (continued)  
Craig Capilla  
Jeffrey Brend  
Mark Munizzo, ASA                                       |
| 10:30am - 12:00pm| Defensive Practices/ Mock Trial (continued)  
Craig Capilla  
Jeffrey Brend  
Mark Munizzo, ASA                                       |
| 10:30am - 12:00pm| Defensive Practices/ Mock Trial (continued)  
Craig Capilla  
Jeffrey Brend  
Mark Munizzo, ASA                                       |

#### BUSINESS VALUATION LUNCH

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>12:00-1:00pm</td>
<td>Business Valuation Lunch</td>
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</tbody>
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#### LUNCH ON OWN

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>1:00-2:00pm</td>
<td>Retro Jewelry</td>
</tr>
</tbody>
</table>
| 1:00-2:00pm| Defensive Practices/ Mock Trial (continued)  
Craig Capilla  
Jeffrey Brend  
Mark Munizzo, ASA |
| 1:00-2:00pm| Defensive Practices/ Mock Trial (continued)  
Craig Capilla  
Jeffrey Brend  
Mark Munizzo, ASA |
| 1:00-2:00pm| Defensive Practices/ Mock Trial (continued)  
Craig Capilla  
Jeffrey Brend  
Mark Munizzo, ASA |
| 1:00-2:00pm| Defensive Practices/ Mock Trial (continued)  
Craig Capilla  
Jeffrey Brend  
Mark Munizzo, ASA |
<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
<th>Panelists</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>2:00 - 2:30pm</td>
<td>&quot;Volatility Haircut&quot; in Convertible Debt Valuation</td>
<td>Amir Alerasoul, Marina Kagan</td>
<td>Multi-discipline</td>
</tr>
<tr>
<td>2:30 - 3:00pm</td>
<td>Business Valuation After ASC842</td>
<td>Ryan Gandre</td>
<td>Personal Property</td>
</tr>
<tr>
<td>3:00 - 3:30pm</td>
<td>80/20: Profitability and Growth</td>
<td>Peter Philippi</td>
<td>Real Property</td>
</tr>
<tr>
<td>3:30 - 4:00pm</td>
<td>The African-American Fine Art Market</td>
<td>Halima Taha</td>
<td>Appraisal Review</td>
</tr>
<tr>
<td>4:00 - 4:30pm</td>
<td>Lab Grown Diamond Identification Tools &amp; Techniques</td>
<td>Peter Philippi</td>
<td>Management</td>
</tr>
<tr>
<td>4:30 - 5:00pm</td>
<td>When Beta Breaks Down: Practical Approaches to Improving Cost of Capital Estimates</td>
<td>Adam Smith, ASA, David Polan</td>
<td>Multi-discipline</td>
</tr>
<tr>
<td>5:00 - 5:30pm</td>
<td>Using Management’s Forecasts Under the Mandatory Performance Framework</td>
<td>Mark Zyla, ASA</td>
<td>Personal Property</td>
</tr>
<tr>
<td>5:30 - 6:00pm</td>
<td>Advisory Opinion 20: Opinion of Value</td>
<td>Joel Gonia, ASA</td>
<td>Real Property</td>
</tr>
<tr>
<td>6:00 - 6:30pm</td>
<td>Roundtable Market Sessions</td>
<td></td>
<td>Appraisal Review</td>
</tr>
<tr>
<td>6:30 - 7:00pm</td>
<td>Valuation Methodology and Applying the IRS Substantiation Rules</td>
<td>Karin Gross, Sandra Tropper, FASA</td>
<td>Management</td>
</tr>
<tr>
<td>7:00 - 8:00am</td>
<td>Luxury Watch Value Survey</td>
<td></td>
<td>Multi-discipline</td>
</tr>
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<td></td>
<td>Data Analytics</td>
<td></td>
<td>Personal Property</td>
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<tr>
<td></td>
<td>Advisory Opinion 20: Opinion of Value</td>
<td>Joel Gonia, ASA</td>
<td>Real Property</td>
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</tbody>
</table>

**Wednesday, October 14**

**How To Write A Bulletproof Expert Witness Report: Presented by SEAK**

Nadine Nassar Donovan, Esq.
(additional fees apply)