

ON THE COVER



6

THE NACVA AND THE CTI'S ANNUAL CONSULTANTS' CONFERENCE: OUT WHERE THE WEST BEGINS

By Nancy McCarthy, Senior Editor,  
The Value Examiner

For the first time in its twenty-eight year history, the National Association of Certified Valuators and Analysts (NACVA) and the Consultant's Training Institute (CTI) are holding their annual conference—June 5–8, 2019—in their hometown, Salt Lake City, Utah. The theme of this year's conference is "Change, Challenge, Opportunity—Your Journey To The Top."

IN THIS ISSUE...

9 **A SALT LAKE CITY HOMECOMING: INSIGHTS INTO THE 2019 BIG ISSUES CONFERENCE FOR CONSULTANTS**

with Brien Jones, Chief Operations Officer and Executive Vice President of Business Development for NACVA and Nancy McCarthy, Senior Editor, The Value Examiner

It is not a secret that the modern financial valuation and financial litigation consultants face a constant uphill climb. Both the markets and the need for services are experiencing new opportunities and challenges. Brien Jones, shares his thoughts on the profession, the reason for the annual conference, and the splendors of Utah with *The Value Examiner*.

12 **VASICEK AND BLUME BETAS: BACK TO THE FUTURE (PART II OF II)**

By Diana Raicov, MSc and Richard Trafford, MSc, FCT, CVA, CFE, MAFF

A fundamental driver of the cost of capital is the systematic risk measured by the Beta coefficient. The Beta estimates are required to exhibit a set of desired characteristics to achieve an accurate value of the cost of capital. In Part II of this study, the evaluation of Beta modeling techniques will continue with an assessment of the six methods proposed in Part I.

23 **DEDUCTING PERSONAL CONSUMPTION FROM HOUSEHOLD SERVICES: ARGUMENTS AGAINST THIS PRACTICE**

By James Mills, BA, MA

Generally, in a wrongful death case, forensic economists will deduct personal consumption when calculating the value of the loss of income that the decedent earned. This article describes why deducting personal consumption from household services is potentially incorrect, invalid, and speculative.

26

ACADEMIC INSIGHTS

ACADEMIC REVIEW

By Peter L. Lohrey, PhD, CVA, CDBV

The purpose of this column is to provide the readers of *The Value Examiner* summaries of contemporary research in business valuation and forensic accounting.

## DEPARTMENTS

28

### LEGAL INSIGHTS

#### TOP TEN TAKEAWAYS FROM THE HECKERLING 2019 CONFERENCE ON ESTATE PLANNING

By Brian R. Price, Esq.

The Heckerling Institute on Estate Planning is the leading educational conference for accounting professionals. This article provides some highlights on the themes from this year's meeting: tax planning challenges and opportunities for legal and accounting professionals..

33

### HEALTHCARE INSIGHTS

#### PRIVATE EQUITY INVESTMENT IN THE HEALTHCARE INDUSTRY: PRIVATE EQUITY'S FAST AND FURIOUS ENTRY INTO HEALTHCARE (PART III OF III)

By Todd A. Zigrang, MBA, MHA, FACHE, CVA, ASA

Private equity (PE) and venture capital (VC) firms are attracted by the potential for growth that exists in the healthcare industry. Part III of this series discusses the barriers that may limit the expansion of PE and VC in healthcare.

### PRACTICE MANAGEMENT

40

#### TELLING YOUR STORY: EDITORIAL BOARD MEMBERS AND CONTRIBUTORS TO THE VALUE EXAMINER SAY WHY THEY WRITE

Compiled by Nancy McCarthy, Senior Editor, The Value Examiner

We asked *The Value Examiner* editorial board members and recent contributors: as a professional, why do you write? The responses to that question provides a lot of food for thought.

41

#### THE VALUE EXAMINER SEARCHING TIPS

By Kirk Bowden, Senior Marketing and Communications Manager for NACVA

*The Value Examiner* is an indispensable resource for information related to the exploration of topics regarding business valuation. This article provides readers with important database searching tips.

42

#### PRACTICING SOLO: STEPHEN KIRKLAND

By Rod P. Burkert, CPA, ABV, CVA, MBA

The author interviews sole practitioner, Stephen Kirkland, CPA, CFE, CMC, from Columbia, South Carolina.



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*The Value Examiner* is devoted to current, articulate, concise, and practical articles in business valuation, litigation consulting, fraud deterrence, matrimonial litigation support, mergers and acquisitions, exit planning, and building enterprise value. Articles submitted for publication should range from 500 to 3,000 words. Case studies and best practices are always welcome.

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All articles should be thoroughly edited and proofread. Submit manuscript by e-mail (in standard word processing format) to Nancy McCarthy: NancyM1@NACVA.com. Include a brief biography to place at the end of the article and a color photo of the author. See authors' guidelines and benefits at [www.nacva.com/examiner/Publishing\\_Articles.pdf](http://www.nacva.com/examiner/Publishing_Articles.pdf). *The Value Examiner* accepts some reprinted articles, if accompanied by appropriate reprint permission.

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