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**CURRICULUM VITAE**

**Education**

Magna Cum Laude, Bachelor of Business Administration - University of Georgia-

**Business Activities**

Past General Manager and Minority Owner- Gwinnett Post Tribune – 12 years

Call Link Communication, Inc. – Past Owner- 5 years

Capital Endeavors, Inc. - Owner- 1995 to Present

Real Estate Conglomerate – CFO – 9 month Restructuring of 77 LLCs and LLPs

**Professional Designations**

Certified Business Intermediary – (International Business Brokers Association)

Certified Business Broker – (Georgia Association of Business Brokers)

**Professional Licenses**

Georgia Real Estate Broker

**Professional Associations**

Member of the Institute of Business Appraisers (IBA) since 1995.

Member of International Brokers Association (IBBA) since 1995.

Member of the Georgia Association of Business Brokers (GABB) since 1995

Member of the M & A Source since 1996

Member of the Gwinnett Estate Planning Council since 2003

**Course Work- Institute of Business Appraisers**

How to Value Mid Size and Smaller Businesses- 16 CPE Credits

Business Appraisal for Divorce- 8 CPE Credits

Litigation Support- 16 CPE Credits

IBA 8-Day Workshop- 64 CPE Credits (Block A- 32 CPE Credits Completed)  
Preparing for the Certified Business Appraiser Written Exam- 8 CPE Credits  
IBA Annual Conference- 2003, 2005, 2006, 2007  
IBA Regional Conference- Atlanta, 2004-2007  
Report Writing – Palm Beach, Florida 2006 – 16 CPE Credits  
Case Studies – Palm Beach, Florida 2006- 16 CPE Credits

### **Course Work- International Business Brokers Association**

Recasting and Normalizing Financials – 16 hours  
Business Valuation – 16 hours  
IBBA Ethics – 8 hours  
Psychology in Business Sales – 8 hours  
52 Steps to Finding Buyers and Sellers – 8 hours  
Maintaining a Sellable Inventory – 8 hours  
Legal Aspects of Mergers and Acquisitions – 8 hours  
M&A Financing Sources and Strategy – 8 hours  
M&A Deal Structuring and Tax Strategies – 8 hours  
M&A Manufacturing – 8 hours  
M&A Marketing – 8 hours  
M&A Negotiation- 8 hours  
Maximizing the Value of the Privately Held Company- 8 hours  
M A Financing The Acquisition – 8 hours  
Standards of Care for Business Brokers – 4 hours  
Professional Practice Management – 8 hours  
IBBA Annual Conferences since 1995

### **Course Work- Georgia Business Brokers Association**

Annual Seminar Courses- 14 years

### **Professional Positions Held**

GABB Immediate Past President  
GABB President- (served two consecutive terms)  
GABB Board of Directors- (Georgia Association of Business Brokers) – 9 years  
GABB Secretary  
GABB Education Committee  
GABB Continuing Education Credit Coordinator  
GABB Vice-President- GABB Ethics Committee Chair  
GABB President Elect  
M&A Source Private Market Report Committee  
IBBA Membership Committee

### **Articles Published In:**

National Newspaper Associations Trade Journal  
Wall Street Journal  
Gwinnett Daily Post  
Gwinnett Business Journal  
International Business Brokers Association

### **Appraisal Continuing Education Classes Taught and Speaking Engagements**

University of Georgia MBA Program – Buying a Business  
GABB Spring Conference 2003 – How to use Sold Databases  
GABB Spring Conference 2004- Advance Pricing Methods  
Gwinnett Estate Planning Council  
Gwinnett County Bar Association – Estate Planning Division  
Cad Com Equipment Owners Association

### **Types of Business Valuations Completed**

#### *Manufacturing*

Electronic Component Manufacturer  
Cultured Stone Manufacture  
Control Panel Manufacturing  
Assembly Line Manufacturing  
Foam Packaging Manufacturing  
Fence Material Manufacturing  
Roofing Manufacturing and Installation Company  
Go Cart Manufacturer  
Electrical Measuring Devise Manufacturer  
Motorcycle Parts Manufacturing and Distributor  
Massage Therapy Products Manufacturer and Distributor  
Window Manufacturing  
Asphalt Manufacturing and Construction  
Over The Counter Pharmaceutical Manufacturer

#### *Distribution*

Imaging Equipment Distributor  
Medical Equipment Distributor  
Mechanical Parts Distributor  
Marble Distribution and Construction Company  
Stone Distribution Company  
Paving Equipment Distributors  
Erosion Control Products/Equipment Distributor  
Electrical Distribution Companies  
Wholesale Office Furniture Stores

Wholesale – Automotive Engine Parts/Rebuilt Engines  
Wholesale Tile/Flooring Retail Store  
Security Distributors and Surveillance Companies  
Weekly Newspapers of various sizes  
Regional Magazines of various sizes  
Printing Companies of various sizes and specialties

Retail

RV Dealership  
Water Craft Dealerships  
New Car Dealerships  
Retail Appliance Stores  
Machine Shops  
Bookstore Chain  
Flooring and Tile Retail Centers  
Ice Cream Store  
Gift Stores  
Bakery  
Retail Furniture Stores  
Liquor Stores  
Auto Parts Store  
Used Car Dealerships  
Hair Salons  
Bridal Salons  
Restaurants of various types and sizes

Service

Database Marketing Company  
Personnel Staffing Companies  
Dumpster Reconditioning Company  
Dentist Practice  
Medical Laser Rental Company  
Logistic - Trucking Companies  
Logistic Software and Hardware Companies  
Real Estate Appraisal Companies  
Real Estate Brokerage Companies  
Geologist  
Embroidery Company  
System Integrator  
Car Washes  
Carpet Cleaning  
Day Cares  
Auto Auction  
Security Company

Auto Repair  
Answering Services  
Medical Practices  
Physical Therapy Clinic  
Geologist/Engineer Practice  
Business Consultant Practice  
Advertising Agency  
Data Management Companies  
Accounting Firms  
Paper Pulp Equipment and Service Companies

Construction

Satellite TV Dealership  
Network Cabling Company  
Electrical Contractor  
Landscaping Companies  
Fence Construction Companies  
Lawn Maintenance companies  
Holiday Lighting Installation and Storage  
Insulation Installation Company  
Grading Company  
Plumbing Companies  
Commercial Renovation Company  
Residential Builders  
Commercial Building Sprinkler Installation Company  
Concrete Company  
Outdoor Equipment Sales and Service  
HAVC Companies

**Trial Court and/or Mediation Appearances**

Gwinnett  
Newton  
Spaulding

**Other Trade and Civic Activities and Positions Held**

Kiwanis Club- Past President  
Kiwanis Club –Advisor to the President  
Lawrenceville Trade and Tourism Association- Secretary (two terms)  
Lawrenceville Trade and Tourism Association- Board of Directors  
Gwinnett Chamber- Various Committees  
Gwinnett Technical College- Advisor Board  
Red Cross- Gwinnett Chapter Board of Advisors

CadCom Owners Association- Past Board of Directors  
Community Foundation for North East Georgia – Professional Advisor  
Family Promise- Local Church Co-coordinator (Homeless Charity)

**Religious Affiliations and Positions Held**

First United Methodist Church of Lawrenceville

Finance Committee - Secretary  
Board of Trustees – Chairman  
Building Committee  
Stewardship Committee  
Evangelism Committee  
Children at Risk Committee  
Education Committee  
Administrative Board  
Sunday School Facilitator – Peer, Youth, and Children  
Small Group Facilitator  
Youth Group Leader  
Various Special Tasks Force Committees  
Honduras Mission Trips

**Family**

Married 25 years to Vicki Still.  
Two Grown Children – ages 22 and 20