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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 Recognitions

2017 Best of Gwinnett

2017 GABB Phoenix Award

2016 Impact Award Finalist

Life Member GABB Million Dollar Club

10+ Years GABB Multi-Million Dollar Club

Professional Licenses

Georgia Real Estate Broker

Professional Associations

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

Member of the National Assoc. of Certified Valuation Analysts since 2012

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 ACG Atlanta since 2011

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, 2010-2015
Report Writing – Palm Beach, Florida 2006 – 16 CPE Credits
Case Studies – Palm Beach, Florida 2006- 16 CPE Credits

Course Work- International Business Brokers Association

Best Practices for Purchase Agreements – 4 hours
Fundamentals of Lower Middle Market Private Equity – 4 hours
Investment Analysis of commercial Properties – 3 hours
The Science of Negotiation in Commercial Real Estate – 3 hours
Data Security, Privacy & Safety/Technology and Your Business – 4 hours
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 – 16 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
Tax Issues of General Business Brokerage – 8 hours
How to Price a Business for Sale – 4 hours
Understanding Tax Returns – 4 hours
Legal Issues in the M&A Process – 4 hours
Balance Sheet – A Uniquely Powerful Closing Tool – 4 hours
Understanding the Pro Forma and Cash Flow Statement – 4 hours
Understanding Tax Returns in Business Brokerage with Real Property Transfer – 4 hours
IBBA Annual Conferences since 1995

Course Work- Georgia Business Brokers Association

Annual Seminar Courses- 18 years

Professional Positions Held

GABB Past President- (served two consecutive terms)

GABB Past Board of Directors- (Georgia Association of Business Brokers) – 9 years

GABB Past Advisory Board – (Georgia Association of Business Brokers) - 2011

GABB Past Secretary

GABB Past Education Committee

GABB Past Continuing Education Credit Coordinator

GABB Past Vice-President

GABB Past 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 Newsletter Georgia

Association of Business Brokers Newsletter Plumbing and

Mechanical Association of Georgia Newsletter

Appraisal Continuing Education Classes Taught and Speaking Engagements

GABB Spring Conference 2003 – How to use Sold Databases

GABB Spring Conference 2004- Advance Pricing Methods

Cad Com Equipment Owners Association 2004

Gwinnett Estate Planning Council - 2006

Gwinnett County Bar Association – Estate Planning Division 2007

University of Georgia MBA Program 2008 – Buying a Business

GABB Spring Conference 2009 – Valuation of Your New Listing

GABB Monthly Meeting September 2010 - Pitfalls to Avoid in Pricing Businesses

Edward D Jones Quarterly Meeting 2011 – You’ve Built a Successful Business – Now What?

Lawrenceville Area Employment Assistant Monthly Meeting 2011 - Sifting for Golden

Opportunities Through Volunteer Organizations

GABB Monthly Meeting June 2012 - Best Practices – Sold Data Bases

Carr, Riggins & Ingram Lunch and Learn November 2013 – Business Appraisals

Types of Business Valuations Completed

Manufacturing

Asphalt Manufacturing and Construction
Assembly Line Manufacturing
Cardboard Box Die Manufacturer
Cardboard Box Die Manufacturer
Cleaning Supply Manufacturer
Composite Aerospace Manufacturing
Control Panel Manufacturing
Cultured Stone Manufacturer
Electrical Measuring Device Manufacturer
Electronic Component Manufacturer
Fence Material Manufacturing
Foam Packaging Manufacturing
Furniture Manufacturing
Go Cart Manufacturer
Liquid Packaging Manufacturing
Machine Shops
Massage Therapy Products Manufacturer and Distributor
Medical Equipment Manufacturing
Metal Cabinet Manufacturer
Motorcycle Parts Manufacturing and Distributor
Over The Counter Pharmaceutical Manufacturer
Outdoor Grill Manufacturer
Pallet Manufacturing
Plastic Manufacturer
Robotic Machine Manufacturer
Roofing Manufacturing and Installation Company
Silk Flower Manufacturer
Window Manufacturing
Wood Parts Manufacturer

Distribution

Chemical Distributor
Chemical Water Distributors
Computer Visualizer Distributor
Electrical Distribution Companies
Erosion Control Products/Equipment Distributor
Imaging Equipment Distributor
Marble Distribution and Construction Company
Medical Equipment & Supply Distributor
Mechanical Parts Distributor
Millwork Manufacturing and Distribution
Paving Equipment Distributors

Printing Companies of various sizes and specialties
Regional Magazines of various sizes
Security Distributors and Surveillance Companies
Stone Distribution Company
Weekly Newspapers of various sizes
Wholesale Automotive Engine Parts/Rebuilt Engines
Wholesale Fireplace Distributor
Wholesale Floral/Interior Decorating Distributor
Wholesale Food – Perishable and Nonperishable
Wholesale Furniture Distribution
Wholesale Lawn Equipment and Lawn care Supply Distributor
Wholesale Metal Roof Distributor
Wholesale Office Furniture Stores
Wholesale Paper Products
Wholesale Tile/Flooring Retail Store

Retail

Auto Parts Store
Bakery
Bookstore Chain
Bridal Salons
Business Service Centers
Coffee Shops
Flooring and Tile Retail Centers
Florists
Gift Stores
Hair Salons
Ice Cream Store
Lawnmower Stores
Liquor Stores
Lumber Yards/Stores
Mail/Packaging Stores
New & Used Car Dealerships
Pool Supply Store
Retail Appliance Stores
Retail Furniture Stores
Restaurants of various types and sizes
RV Dealership
Tire Dealerships
Tool & Equipment Rental Stores
Water Craft Dealerships
Woodcraft Store

Service and Professional

Accounting/CPA Practices
Advertising Agency
Air Transportation, Nonscheduled
Answering Services
Auto Auction Auto Repair
Bookkeeping Practices
Bus Services
Business Consultant Practice
Car Washes
Carpet Cleaning
Chiropractic Practices
Data Management Companies
Database Marketing Companies
Day Cares
Dumpster Reconditioning Company
Embroidery Company
Engineering Consulting Companies
Geologist
Geologist/Engineer Practice
Graphic Design Companies
Home Health Care
Hydraulics Companies
Internet Software Platform Companies
IT Service Companies
Limousine Company
Logistic - Trucking Companies
Logistic Software and Hardware Companies
Medical & Dental Practices
Medical Laser Rental Company
Office Mailing and Supplies
Paper Pulp Equipment and Service Companies
Personnel Staffing Companies
Pest Control Companies
Physical Therapy Clinic
Plumbing Companies
Real Estate Appraisal Companies
Real Estate Brokerage Companies
Real Estate Holding Companies
Real Estate Inspection Companies
Security Company
Software Companies
System Integrator
School Fundraising Company
Staffing Companies
Veterinarian Practices

Construction

Building Material Supply Company
Commercial Building Sprinkler Installation Company
Commercial Renovation Company
Concrete Company
Concrete Supplies Company
Electrical Contractor
Fence Construction Companies
Flooring Companies
Grading Company
HAVC Companies
Holiday Lighting Installation and Storage
Insulation Installation Company
Landscaping Companies
Lawn Maintenance Companies
Network Cabling Company
Outdoor Equipment Sales and Service
Petroleum Pipeline Maintenance
Plumbing Companies
Research Laboratory Equipment and Install Company
Residential Builders
Satellite TV Dealership
Swimming Pool Construction

Trial Court and/or Mediation Appearances

Cobb, Gwinnett, Newton, Rockdale, Spaulding

Other Trade and Civic Activities and Positions Held

Lawrenceville City Council – current Mayor Pro-Tem
Lawrenceville Downtown Develop Authority Board of Directors – past Chair
Impact 46 – Board Member
CadCom Owners Association- Past Board of Directors
Community Foundation for North East Georgia – Professional Advisor
Family Promise of Gwinnett County - Past Local Church Co-coordinator (Homeless Charity)
Gwinnett Chamber of Commerce - Past Various Committees
Gwinnett Habitat for Humanity –Past Chair Financial Committee
Gwinnett Technical College- Past Advisor Board
Kiwanis Club- Past President
Kiwanis Club –Past Advisor to the President
Lawrenceville Trade and Tourism Association- Past Secretary (two terms)
Lawrenceville Trade and Tourism Association- Past Board of Directors (four terms)
Lawrenceville Architectural Review Board- past Chair
Red Cross- Past Gwinnett Chapter Board of Advisors

Religious Affiliations and Positions Held

First United Methodist Church of Lawrenceville

Past member Finance Committee
Past Secretary Board of Trustees
Past Chairman Building Committee
Past member Stewardship Committee
Past member Evangelism Committee
Past member Children at Risk Committee
Past member Education Committee
Past member Administrative Board
Past member Study and Server Leadership
Current member & Sunday School Facilitator
Peer, Youth, and Children Small Group Facilitator
Youth Group Past Leader
Lay Leader
Current member- 3 Special Task Force Committees
Honduras Mission Trips – Past Treasurer

Family

Married 34 years to Vicki Still.
Adult Daughter, Son-In-Law
Adult Son, Daughter-In-Law, Granddaughter, Grandson