NACVA AND THE IBA'S 2010 ANNUAL CONSULTANTS' CONFERENCE *SESSION SUMMARY*

JUNE 2—5, 2010   THE FONTAINEBLEAU MIAMI BEACH   MIAMI BEACH, FL USA

Track:	Business Valuation
Session Date / Time:	Friday, June 4, 2010 / 4:00pm – 5:40pm
Session Title:	*The Use of Regression Analysis as a Means to Better Forecast Sales when Using the DCF Method*
Session Summary:	Rick Eichmann will provide a 50 minute session on the basics of regression analysis, how it can be best applied to forecasting future income streams of a subject Company. He will review not only ordinary least squares (OLS) regression models with single exogenous variables, such as time (i.e., trend analyses), but also demonstrate to the students how to generate multivariate regression models that better incorporate macroeconomic variables and third-party forecast data from government sources into generating stronger projections when utilizing the a DCF method of the income approach.
CPE Hours / Fields of Study:	Two (2) hours / Economics (EC)

Presenter Bio:

Richard Eichmann is a managing director in the FTI Forensic and Litigation Consulting segment, based in San Francisco and Chicago with expertise in econometrics, statistics, sampling, survey research methods, risk assessment, and business valuation. His quantitative skill set has been applied in the calculation of damages in commercial litigation in a variety of industries. He has filed expert reports in Federal court on the application of statistical methods, sampling, survey design, business valuation, and econometrics as they pertain to the calculation of damages.

Prior to joining FTI, Mr. Eichmann provided economic analysis and dispute advisory services at a private litigation consulting firm and two Big 4 firms. In addition, he has worked as an analyst in the automotive industry utilizing proprietary survey research data for time series analysis and as a research assistant for the Survey Research Center at the Institute for Social Research in Ann Arbor, Michigan on panel study surveys.

Mr. Eichmann is an Accredited Valuation Analyst (AVA) through the National Association of Certified Valuation Analysts (NACVA), and holds a B.A. in economics as well as philosophy and an M.A. in applied economics from the University of Michigan in Ann Arbor. He has completed additional graduate work in econometrics and mathematical statistics at George Mason University as well as valuation courses by the American Society of Appraisers and the National Association of Certified Valuation Analysts. He is also a member of the National Association of Forensic Economics and the American Statistical Association.