



**NACVA AND THE IBA'S 2010 ANNUAL CONSULTANTS' CONFERENCE *SESSION SUMMARY***  
**JUNE 2—5, 2010 THE FONTAINEBLEAU MIAMI BEACH MIAMI BEACH, FL USA**

**Track:** Matrimonial Litigation

**Session Date / Time:** Thursday, June 3, 2010 / 2:05pm – 3:45pm

**Session Title:** *Use of the Market Method in Marital Dissolution Valuations*

**Session Summary:** Historically, the Market Method has not been used in divorce matters nearly as frequently as the Income Method has. In part, this is due to case law which has been inconsistent in its acceptance of the Market Method. However, it's critical that the appraiser not overlook appropriate applications of the Market Method in divorce. We will use a hypothetical example to demonstrate both the potential and the pitfalls of this method in divorce.

**CPE Hours / Fields of Study:** Two (2) hours / Management Advisory Services (MAS)

**Presenter Bio:**



**Derald Lyons**, MT, CPA, CVA, has been a practicing CPA specializing in business valuations for over 25 years. He is co-author of the nationally recognized valuation treatise, 'Financial Valuation Applications and Models', Second Edition, Wiley, 2006. Mr. Lyons is a nationally recognized presenter on valuation matters. He teaches 'Fundamentals, Techniques, and Theory', 'Income and Asset Approaches', and 'Advanced Business Valuation and Case Study Workshop' for NACVA. Mr. Lyons is the recipient of NACVA's 2003 Circle of Light award (NACVA's highest instructor distinction), the Instructor of the Year Award for 2002, and Instructor of Exceptional Distinction each year since 2001.

**Presenter Bio:**



**Ron Seigneur**, MBA, CPA/ABV, ASA, CVA, CFF, is a Partner of Seigneur Gustafson LLP CPAs, located in Lakewood, Colorado, where he is responsible for tax planning & compliance services, financial reporting, litigation support & business valuation services. He holds a B.A. in Hotel, Restaurant, and Institutional Management from Michigan State University and an M.B.A. in Corporate Policy and Accounting from the University of Michigan. Ron holds the Accredited in Business Valuation (ABV) and Certified in Financial Forensics (CFF) designations from the American Institute of Certified Public Accountants, the Senior Appraiser (ASA) from the American Society of Appraisers, and is also a Certified Valuation Analyst (CVA) from the National Association of Certified Valuation Analysts. Ron has been qualified and provided testimony as an expert witness in business &

intellectual property valuation, commercial damages, and forensic accounting matters in several jurisdictions. Ron has served appointments as trustee, receiver, mediator, arbitrator, and special master of the Court and is a past chair of the AICPA ABV credential committee and also past chair of the NACVA Professional Standards committee. He is co-author of the 1300+ page treatise on business appraisal titled *Financial Valuations: Applications and Models*, published in 2006 by John Wiley & Sons. He has authored and taught law firm practice management, financial forensics, advanced valuation and commercial damages services related courses for AICPA, NACVA, CPA societies, state Bar Associations and others. He is the 2009-2010 chair of the Colorado Society of CPAs and was inducted into the AICPA Business Valuation Hall of Fame in 2006 and is a fellow of the College of Law Practice Management. He has been an adjunct professor at the University of Denver, College of Law for over 18 years, where he teaches finance, leadership and management classes.