

SPEAKER SHEET — FOR PROGRAM CHAIRS

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 CRE®, MAI, ARA, ASA

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Programs for legal, accounting, and lending audiences on the valuation of complex operating assets — framed for CLE and CPE credit, delivered in person or as webinars, locally and nationally.

SIGNATURE PROGRAMS**FOR RPTE ATTORNEYS & CPAS****Conservation Easements & the New IRS Scrutiny**

Valuing specialized land and improvements under an easement — where estate plans, charitable deductions, and enforcement collide.

CLE / CPE ELIGIBLE

FOR INVESTORS & LENDERS**Landfills, Ports & Water as Infrastructure**

Reading unglamorous assets as regulated infrastructure with scarcity economics and durable, essential demand.

CPE ELIGIBLE

FOR LENDERS & LITIGATORS**The Equipment Trap: What Real Estate Appraisals Miss**

Why the machinery often outvalues the building — and what that means for collateral, disputes, and purchase-price allocation.

CLE / CPE ELIGIBLE

FOR ENVIRONMENTAL & RE COUNSEL**When Cleanup Becomes the Opportunity**

Underwriting remediation risk on contaminated and Superfund property — and where the value gets mispriced.

CLE / CPE ELIGIBLE

FOR TRIAL TEAMS**Presenting Complex-Asset Value to a Trier of Fact**

Explaining reserves, going-concern value, and specialized equipment clearly to a judge or jury.

CLE ELIGIBLE

CUSTOM**Built for Your Audience**

Sessions tailored to a bar section, CPA society, or lending group around the assets your members actually encounter.

SCOPED TO REQUEST

FORMATS

60-minute lunch session · 90-minute deep dive · half-day workshop · webinar-ready · conference keynote or panel

AUDIENCES

Estate planning councils & probate/T&E sections · bar association CLE · state CPA societies · CRE, ULI & ACG · lender and investor forums

LOGISTICS

National travel · materials and slide deck provided · support for CLE/CPE accreditation paperwork · A 90-second introduction video and full topic menu at btc-4.com/speaking

About the speaker: 30+ years valuing complex operating assets — quarries, marinas, greenhouses, processing plants, water rights, and the machinery inside them — for multinational corporations, REITs, national lenders, and law firms. Author of *Beyond the Core Four*, the weekly newsletter on specialized-asset valuation.