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RISK MANAGEMENT | ALTERNATIVE DISPUTE RESOLUTION

Your Expert Presenter - Mike Gregory

Michael A. Gregory is the Chief Manager of Michael Gregory Consulting, LLC focusing on value-added

services to businesses addressing risk management issues with the Internal Revenue Service, alternative dispute resolution approaches to resolving issues, and strategic planning.

Mike worked for the U.S. Department of Treasury, Internal Revenue Service, from 1983 through 2011. At the IRS Mike served as Territory Manager in the Large Business and International Division. Earlier he served as the Acting Assistant District Director, Controller, Research Team Leader, Manager, and Engineer and Valuation Specialist in the North Central District. As an IRS territory manager with responsibilities for up to 23 states Mike had an emphasis in the business valuation and tax-related engineering issues arena nationally. Mike has championed the IRS internal teams on reasonable compensation, valuing Subchapter S corporations, 409A, 6695A, and the Discount for Lack of Marketability. At the IRS Mike mediated disputes between corporations and the IRS with tax differences ranging from less than \$1 million to just under \$1 billion. He also prepared a DVD on mediation techniques and authored a training tool on issue resolution techniques that was distributed nationally to front-line managers and employees. Mike also served as a key team member in the reorganization of the IRS financial system responsible for revenue accounting (collecting the \$1.8 trillion) and measuring accounting (formulation and execution of the \$10 billion IRS budget).

As an IRS territory manager Mike was responsible for planning, controlling, and managing a budget for 100 employees. As a District Controller Mike managed a budget of \$56 million. Mike also presented initiatives and results to outside stakeholders such as the Association of Judges, American Institute of Certified Public Accountants, the Tax Executive Institute, Estate Planning Councils, the American Bar Association, Certified Financial Planners, the American Society of Appraisers, the Institute of Business Appraisers, and the National Association of Certified Valuators and Analysts. Mike is an Accredited Senior Appraiser with the ASA, he served on the ASA Business Valuation Committee, is a Certified Valuation Analyst with NACVA, a Qualified Mediator with the Minnesota Supreme Court, a registered Professional Engineer in Wisconsin; and is a Certified Federal General Appraiser in Minnesota. Mike has published articles on quality, valuation, valuation techniques, issue resolution, experts in the courts, and how to work with the IRS. He has also testified on numerous occasions as an expert witness before the U.S. Tax Court and has been deposed on cases for U.S. District Court and the U.S. Court of Claims.

Mike has an MBA in Finance from DePaul University; a Master of CEE from the University of Wisconsin, Madison; and a BS from Valparaiso University. Mike is married, the father of two children, and a resident of Roseville, Minnesota.

