



## David A. Humphrey, CPA, CVA President, Beacon Equity Advisors

David A. Humphrey, President Beacon Equity Advisors, brings over 25 years of experience as a deal maker, business owner, accountant (CPA) and business appraiser (CVA) to his clients. Since acquiring Beacon in 1997, David has successfully completed numerous multi-million dollar transactions, transactions with publicly traded corporations and one transaction that touched five continents.

Beacon advises Manufacturing, Distribution and Service companies who do interesting things and need their story told well, to the right buyers who see opportunity, and thus greater value.

Mr. Humphrey created the highly successful Potholes Analysis™, a customized review of 43 aspects of a business which an owner should address in the years leading up to an exit.

Mr. Humphrey has recently added published author to his list of accomplishments with *The Art of Business Value Enhancement* now in it's second printing. His book is a compilation of stories, examples and concrete suggestions for the business owners preparing their company for sale.

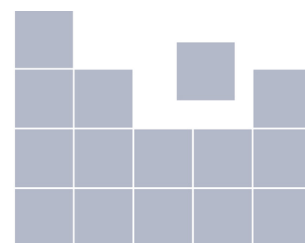
Mr. Humphrey is a regular speaker at conferences, continuing professional education courses and other events on the sale of closely held business and increasing value in these companies.



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