



Faculty Biographies



Mel Abraham

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Mel Abraham is the author of the #1 National Bestselling book *The Entrepreneur's Solution: The Modern Millionaire's Path to More Profit, Fans & Freedom* and is founder of Business Breakthrough Academy, Thoughtpreneur Academy, and Business Essentials Bootcamp, where he helps entrepreneurs bring their businesses to the world and build the lifestyle that they want. He is one of the most sought-after entrepreneurial mentor and strategic thinkers of our time. Unlike many other so-called "business coaches," Mr. Abraham has lived everything he teaches and continues to do so. He has built, bought, and sold numerous multimillion-dollar businesses for himself as well as his clients, ranging from large corporations to start-ups and small family-owned businesses.

Mr. Abraham is a true believer in the entrepreneurial way of life and says this "new frontier" is the paradigm that will shift society from simply existing to living life bigger, bolder, and on their own terms.

He helps business owners and entrepreneurs build meaningful businesses so they can have more profit, fans, and freedom. His principles help customers become raving fans and have a life of fulfillment from a business that is congruent with your values, in alignment with your higher vision, and is connected to all stakeholders at an emotional level. He is a committed advocate for the entrepreneurial way and provides real education, to real entrepreneurs, for creating a real life! After all, we are placed here to create a legacy beyond acquiring, achieving, and accomplishing, but by connecting at a meaningful level and impacting lives through our businesses, services, and ideals each and every day.

Mr. Abraham is a Certified Public Accountant with over two decades of experience as a financial expert, valuation expert, and business and success strategist. He is regularly sought after for consulting and valuation engagements around the country such as family limited partnerships, co-tenant interest valuations, operating businesses as well as various entities. These projects have ranged from small family-owned businesses to large \$1.7 billion companies.

He has also represented the IRS as their valuation expert in many cases and was jointly retained by taxpayers and the IRS under the authorization of the U.S. Tax Court to provide a valuation of several entities, binding on all parties.

Mr. Abraham is one of the primary instructors of the National Association of Certified Valuators and Analysts™ (NACVA®) national training team as well as an adjunct professor at the University of San Diego Law School. He has been a guest lecturer for Tax Court judge, the Honorable David Laro, at Laro's LLM program at the University of San Diego Law School on valuation issues. He has been a featured presenter at numerous state tax institutes around the country, IRS continuing education conferences, NACVA annual conferences, as well as at the American Institute of Certified Public Accountants® (AICPA®) Annual Business Valuation Conference in 2001–2005.

Mr. Abraham is the NACVA 2010 recipient of the Thomas R. Porter Lifetime Achievement Award for his character, leadership, and achievements, professionally and civically. Further, he is the recipient of the NACVA 1998 Circle of Light Award (NACVA's highest instructor distinction), Instructor of Exceptional Distinction (16 consecutive years—1997–2013), 1997 Instructor of the Year award, as well as the 1996 Outstanding Member award. He was awarded the

Volunteer of the Year Award in 2005 by the AICPA and was voted one of the Top 25 CPAs by the *San Fernando Valley Business Journal*. He was the chairman of the 2003 and 2005 AICPA Valuation Conference.