



Faculty Biographies



Instructor Biography



Lorenzo Carver

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Lorenzo Carver is Founder and CEO of Liquid Scenarios, an automated valuation software, data, and services company responsible for the first one click valuation solution for complex, illiquid securities. He is the inventor of the Carver Import Algorithm, Search2Model, a patented valuation technology and author of *Venture Capital Valuation* published by John Wiley & Sons.

Mr. Carver has over 40,000 hours of valuation related experience and his Liquid Scenarios is used to value thousands of venture backed companies, including industry changing successes like Facebook, Twitter, Dropbox, and Uber.

His fraud detection and online marketing technology invention has been cited as prior art by patent examiners for security and mobile marketing patents filed by eBay, First Data, and Symantec.

Prior to Liquid Scenarios, Mr. Carver conceived, designed, and coded (with no formal training other than a few college level Visual Basic and C++ courses), what became the #1 selling small business valuation tool for non-valuation professionals, a product covered by *Business Week*, *Inc. Magazine*, *Entrepreneur*, *CPA Software News*, and business journals worldwide. That same year he turned an \$80,000 bootstrap company he founded into \$56 million in market cap in less than 18 months.

In 2008, Mr. Carver's "The Liquid Scenarios Minute" ran on VatorBox, with 60 second valuation analysis of startup companies hosted by Vator.tv's Bambi Francisco, with commentary of Liquid Scenarios automated valuations of Appsavvy, Woome and SearchMe from then Google VP of Search and current Yahoo! CEO Marissa Mayer one such episode.

He also advised high-growth startups that raised well over \$2 billion in equity and debt capital, developed one of the first online business plan sites, a site used by millions of students and entrepreneurs, and worked on numerous IPOs for high-growth life-science and information technology ventures.

Outside of valuation software, services, and data, he is a licensed private pilot, with high-performance and complex aircraft endorsements, and he studied film scoring at Berklee College of Music.

Mr. Carver speaks regularly on valuation topics. He is one of a handful of valuation professionals on the instruction team for new valuation professionals qualifying for the National Association of Certified Valuators and Analysts™ (NACVA®) business valuation credential. In the past, he was a co-chair of NACVA's Annual Conference, and has authorized webinars for NACVA including: Five Mistakes Your Auditor Made; VC OPM School; and Venture Capital Valuation Forum. He's presented his valuation technology at the Stanford Summit (2007), spoken on crowdsourced valuation using APIs [WallStreet Green Trading Summit at New York Times building (2010)] and has spoken at NACVA's national conferences in 2008, 2012, 2013, and 2014.

He has authored hundreds of written reports and more than 30,000 interactive models used by investors to value primary and secondary purchases of venture backed company securities.

Carver's Liquid Scenarios technology has won numerous third-party certifications and awards, including being the first financial business intelligence solution in the world certified on Windows Server 2008, the first venture valuation solution for Smartphones (before the iPhone existed) and one of the first financial software solutions Certified by Intel.