



# Faculty Biographies



## Michael Gregory

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**Michael Gregory** is a Certified Valuation Analyst® with the National Association of Certified Valuators and Analysts®, an Accredited Senior Appraiser with the American Society of Appraisers, and a Qualified Mediator with the Minnesota Supreme Court. Mr. Gregory founded Michael Gregory Consulting, LLC over six years ago. This firm focuses on risk management issues with the Internal Revenue Service on valuation and other issues, alternative dispute resolution approaches to resolving issues, and other value-added services such as reviews of expert witness reports in valuation. He is also an international keynote speaker, work group facilitator and executive forum leader on taking advantage of The Collaboration Effect™ and conflict resolution.

He was an IRS territory manager with responsibilities for 23 states, with an emphasis in the business valuation and engineering issues arena nationally over his last eleven years at the IRS. In that role, Mr. Gregory championed a number of issues nationally, including: the technical areas of discount for lack of marketability, S corp valuations, reasonable compensation, penalties on appraisers, and other business valuation issues.

Mr. Gregory has mediated and negotiated over 2,500 cases; from business to business, business to government, and within businesses such as shareholder disputes and between owners.

He has a BS from Valparaiso University, a MS from the University of Wisconsin Madison, and a MBA from DePaul University. Mr. Gregory has written 11 books. His most recent book, *Business Valuations and the IRS: Five Books in One* (2018) is the most comprehensive and up-to-date book on the topic with 38 examples, over 180 practical pointers.

Learn more about Mr. Gregory, his firm, and helpful information at [www.mikegreg.com](http://www.mikegreg.com).