

## John W. Zoellner – Appraiser Qualifications

*Business Certified Appraiser (BCA) \**

*Master Certified Machinery & Equipment Appraiser (MCMEA) \**

*Certified Firearms Appraiser*

Mr. Zoellner has appraised numerous Businesses of all types and sizes, almost every type of Machinery & Equipment, intangibles such as a Medical License, and start-ups. Clients include Attorneys, Accountants, Business Owners, Lenders, and others. Appraisals were done for the purpose of the transfer of a Business, Financing/Collateral, Divorce, Estate Asset Value, and others. He has testified at depositions and in court and otherwise served as an Expert Witness.

**Memberships.** Mr. Zoellner is a Member of the following organizations.

- **The International Society of Business Appraisers (ISBA).** The ISBA provides a network of qualified, knowledgeable, credentialed professionals from all business disciplines – Business Valuation (BCA Certification), Mergers & Acquisitions, Business & Financial Planning, Litigation Support, Expert Witness Testimony, Corporate Taxation, Insurance, and Leasing.
- **The National Equipment & Business Broker's Institute (NEBB).** The NEBB Institute provides comprehensive education, on-going support, a dynamic national network, and certifies professionals in the art of machinery & equipment appraisal (MCMEA Certification) and equipment brokerage.
- **National Association of Certified Valuators and Analysts (NACVA).** NACVA's resources include technical support, market data, professional certification and practical education in all aspects of the appraisal of businesses and machinery and equipment.

**Employment.** Mr. Zoellner is President of Zoellner, Garten & Company. He started the Company in 1988. Zoellner's business is advising business Owners that wish to sell their businesses, advising buyers of businesses, Business Appraisals, Machinery & Equipment Appraisals, and Advisory Services in the areas of Business Planning and Financial matters.

Early in his career Mr. Zoellner spent 17 years as a Commercial lender in the Banking industry. This has proven valuable in performing services for clients. He has served as an Advisor to and Board Member of various Companies including manufacturing, distribution, retail, and service businesses. He is currently an active advisor to several businesses.

**Business Ownership/Operations Experience** includes numerous years of personal involvement, both by himself and with others, in the start-up, purchase, and transfer of businesses including Distribution, Manufacturing, Printing, Publishing, Retail, Food/Beverage, and Services.

### **Education**

Master of Business Administration – Finance, Xavier University, Cincinnati, Ohio

Bachelor's Degrees – Business & Economics, University of Wisconsin, Stevens Point, WI

Numerous education courses on Appraisals and Business Analysis from ISBA, NACVA, and NEBB.

**Zoellner, Garten & Company**

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*\* The Small Business Administration (SBA) requires appraisals to be signed by a "qualified source", i.e. an Appraiser that is accredited by one of six recognized organizations. BCA & MCMEA Certifications meet that requirement.*