



The International Society of Professional Valuers

Los Angeles Chapter #25

presents

## CURRENT TOPICS FROM THE IRS PERSPECTIVE

**A PRESENTATION BY MS. MARY A. LERCH**  
**INTERNAL REVENUE SERVICE APPRAISAL EXPERT**



- WHEN:** **Wednesday, March 23, 2005**  
Registration: 11:30 a.m.  
Networking: 11:30 a.m. - 12:00 p.m.  
Lunch: 12:00 p.m., followed immediately by the program
- WHERE:** McCormick & Schmick's Seafood Restaurant  
633 West 5<sup>th</sup> Street, 4<sup>th</sup> Level, Downtown Los Angeles
- LUNCH:** Shrimp w/Linguine **or** Grilled Chicken Breast **or** Beef Brochette
- COST:** \$35.00 in advance/\$40.00 at the door (2 hours of parking validated)  
**Attendance includes 1.0 hour of reaccreditation credit.**
- INFORMATION:** Adam M. Smith at 213.217.3236 or [adam.m.smith@us.pwc.com](mailto:adam.m.smith@us.pwc.com)
- CHECKS PAYABLE TO:** "Los Angeles Chapter, American Society of Appraisers"
- MAIL TO:** Adam M. Smith - PricewaterhouseCoopers LLC  
350 S. Grand Ave. 46<sup>th</sup> Floor, Los Angeles, CA 90071

**TOPIC:** Ms. Lerch is an accomplished business appraiser who joined the IRS full time after many years as an independent practitioner and will be joining us fresh out of tax court, which ends on March 11<sup>th</sup>. She sits on various regulatory and professional panels, and has advised the United States Tax and District Courts. Ms. Lerch has also written numerous articles for the Business Valuation Review, including "Discount for Key Man Loss: A Quantitative Analysis." Ms. Lerch will discuss current valuation topics of interest to the IRS as well as the IRS's expectations when it reviews third-party appraisals.



**PLEASE RESPOND BY Friday, March 18, 2005**

My check is enclosed in the amount of \$ \_\_\_\_\_ to cover \_\_\_\_\_ lunch reservations.

PLEASE PRINT OR TYPE:

Name: \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

E.mail \_\_\_\_\_ Day Phone \_\_\_\_\_