



MARK W. NORRIS, CPA/ABV/CVA, MAFF, ASA

Managing Member

As the co-founder and managing member of Vallit Advisors, Mark W. Norris provides diverse litigation support services to the legal community including business valuations, expert testimony, economic loss calculations, and consulting on fraud detection and prevention. He has developed significant valuation experience in the healthcare industry and provides valuation related consulting to management teams of regional medical centers. Mr. Norris is a Certified Public Accountant (CPA), Certified Valuation Analyst (CVA), Accredited in Business Valuation (ABV), Master Analyst in Financial Forensics (MAFF) and an Accredited Senior Appraiser (ASA) by the American Society of Appraisers.

Professional Background

Mr. Norris has over 42 years of accounting and business operations experience and has been providing business valuation consulting services for 28 years. Mr. Norris has worked in the construction and real estate industries and in public accounting firms where he has had a leadership role in the development of the business valuation practice. Mr. Norris has also received more than 1,435 hours of continuing professional education related to business valuation and litigation consulting services.

Professional Affiliations

National Association of Certified Valuators and Analysts (NACVA)

- Former Member of the NACVA Litigation Forensics Board
- Past Chairman and Member of the Valuation Credentialing Board
- Outstanding Member in the Fourth Quarter 2011 Issue of NACVA Association News
- Past Executive Advisory Board Member

American Society of Appraisers (ASA)

American Institute of Certified Public Accountants (AICPA)

Maryland Association of Certified Public Accountants (MACPA)

Professional Experience

Vallit Advisors, LLC - January 2019 to present
Chesapeake Financial Advisors - May 2016 to December 2018

Tucker & Meltzer, LLC, 2008 - May 2016

McLean, Koehler, Sparks & Hammond - 2006 to 2008

Naden Lean, LLC - 2001 to 2006

President of a locally-based franchise company - 1999 to 2001

Naden Lean, LLC - 1993 to 1999

Worked in family-owned construction business - 1991 to 1993

Senior VP of Operations for a real estate development firm - 1988 to 1991

Stegman & Company, P. A. - 1979 to 1988

Presentations and Publications

- Business Financial Statements in the Courtroom – 2003
- Business Valuations for Wealth Management Advisors, Lawyers and Accounting Students – 2004
- Business Valuations for Lawyers and Financial Advisors – 2005
- Business Valuation Methods and Reviewing Business Operations – 2005 & 2007
- Business Valuations Related to Buy/Sell & Key Man Insurance – 2006
- Business Valuation as it Relates to Divorce Mediation – 2004-2006, 2010
- How Much is Your Business Worth? Valuations for Your Clients and Your Practice: MD State Bar Association Solo Practice Session, 2009
- Valuations of Closely Held Businesses-2009
- "Selecting a Valuation Expert": October 2009 Business Valuation Advisor

- "Representing Small Business Clients – Valuations for Your Clients and Your Practice", Maryland State Bar Association Annual Solo and Small Firm Conference, November 2009
- Blog: "The Use of Organization Charts to Describe Normalization Adjustments", January 2012
- Blog: "Issues Related to the Use of Valuation Rebuttal Reports", February 2012
- How to Value Your Medical Practice – Chesapeake Physician, Volume 6, Issue 5, September/October 2016
- COVID-19: Assessing the Impact on Real Estate Values (webinar) – 2020
- "Determining Consequential Damages - Lost Business Value vs. Lost Profits"; NACVA -2020
- "Business Valuation-Working Capital Analysis": January 2020 Vallit Advisors website Blog

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Professional Designations

- Certified Public Accountant (CPA)
- Accredited in Business Valuation (ABV)
- Certified Valuation Analyst (CVA)
- Master Analyst in Financial Forensics (MAFF)
- Accredited Senior Appraiser (ASA)

Education

University of Baltimore – BS in Business Administration with a concentration in Accounting - 1979