

QUALIFICATIONS

John R. Harris, ASA, MCBC, CM&AA

316-681-1527 marketingconsult.com

John R. Harris holds a certified general appraisal license in several states and has over 30 years of appraisal experience. He holds a Master of Business Administration degree and has owned several successful businesses. He has operated both nationally and internationally in appraisal and brokerage and has been a member of the World Trade Center having performed appraisal and consulting services for the Mexican and Venezuelan governments in Central and South America. He has also served as a consultant for large U.S. entities including Ford Motor Company, General Motors, General Electric, International Dairy Queen, Pizza Hut Corporation, U.S. Air Force, Boeing, Cessna Aircraft, U.S. Navy, Federal Deposit Insurance Corporation (FDIC), and the U.S. Small Business Administration.



Currently, Mr. Harris teaches appraisal technique in Business, Real Estate, and Machinery/Equipment for several national organizations. He serves nationally as an arbitrator in business disputes for the American Arbitration Association, New York City. He is a member and contributing guest speaker to the International Business Brokers Association (IBBA), the California Association of Business Brokers (CABB), and the Institute of Certified Business Counselors (ICBC). As a member of ICBC, he is one of only a few individuals to hold the MCBC designation indicating Master Certified Business Counselor.

John Harris is the Director of the NEBB Institute. As the Director, he has trained over 400 appraisers in 45 states, Australia, Canada, Ireland, Norway, Puerto Rico, Saudi Arabia, and Singapore.

He has been awarded the professional designation of CM&AA by the Alliance of Mergers & Acquisition Advisors, which means he is certified in Mergers and Acquisitions. This organization involves CPAs and other financial professionals specializing in business transfers. In addition, Mr. Harris holds the following credentials:

1. Accredited Senior Appraiser (ASA designation) with the American Society of Appraisers.
2. Licensed Real Estate Broker.
3. Holds the BAE Professional designation indicating Business Appraisal Expert, as endorsed by Northern Michigan University.
4. Holds BCA Professional designation indicating Business Certified Appraiser as issued by the International Society of Business Analysts.
5. Has been awarded the GPPA professional designation from the National Auctioneers Association, indicating Graduate Personal Property Appraiser.
6. Has been approved as an instructor for the Kansas Real Estate Commission to teach continuing education courses on the subject of Business Sales and Evaluation.
7. Frequent guest speaker to CPAs, attorneys and other business groups.
8. Regular contributing author to various industry trade journals and newsletters in the brokerage and appraisal industries.
9. Graduate of Loyola University School of Business Administration Executive Education Programs for Certified Merger & Acquisition Advisors.
10. Personally sold in a brokerage capacity over 400 businesses.
11. Provides expert court testimony at the District and Federal Court levels when called upon to do so.
12. Used by the following institutions in appraisal assignments (partial list only):

- AT&T Capital - Denver, Colorado
- Andover State Bank – Andover
- Arkansas Valley State Bank
- Banc One Leasing - Columbus, Ohio
- Bankers Bank of Kansas- Wichita
- Bank of America – Derby
- Bank of America – El Dorado
- Bank of America – Garden City
- Bank of America – Liberal
- Bank of America – McPherson
- Bank of America – Newton
- Bank of America – Wichita
- Brothers Bank – Kansas City
- Business Bank of America – Wichita
- Business Loan Center – Wichita
- Central Bank & Trust – Wichita
- Central National Bank – Wichita
- Chisholm Trail State Bank – Wichita
- Citizens Bank & Trust – Wichita
- Citizens State Bank & Trust – Hiawatha
- Commerce Bank
- Commercial Federal Bank
- Community National Bank – El Dorado
- Emprise Bank – Wichita
- Farmers & Merchants State Bank – Derby
- Federal Deposit Insurance Corporation
- Fidelity Bank - Wichita
- First National Bank – Anthony
- First National Bank – Conway Springs
- First National Bank – Derby
- First National Bank – Harper
- First National Bank – Winfield
- Freedom Bank – Kansas City
- Garden Plain State Bank
- GE Capital – Overland Park, Kansas
- Gold Bank – Kansas City
- Haysville State Bank
- Heller Financial Group – Kansas City
- Hillcrest Bank – Wichita
- International City Bank – Long Beach, CA
- Intrust Bank – Wichita, Haysville
- Jackson County – Missouri Asses. Dept.
- Johnson County – Kansas City, Kansas
- Legacy Bank – Kansas
- Legacy Bank – Oklahoma
- Midland National Bank – Newton
- Client Business
- Peoples Bank & Trust – McPherson
- Prairie State Bank
- RelianzBank
- Resolution Trust Corp.
- Rose Hill State Bank
- Sedgwick State Bank
- SBA – Wichita
- South Central Kansas Economic Development District (SKEDD)
- Southwest National Bank – Wichita
- Suburban West State Bank - Wichita
- Sunflower Bank
- The Tescott Bank
- The Mission Bank – Mission, Kansas
- The State Bank – Winfield
- The Valley State Bank – Wichita, Kansas
- Transamerica Small Business Capital
- Twin Lakes National Bank – Wichita
- Union State Bank – Kansas City
- UPS Capital Business Credit – Hartford, CT
- Zions Bank

Approved by and registered with:

- * Corps of Engineers, U.S. Army
- * Federal Deposit Insurance Corporation
- * General Services Administration, U.S. Government
- * Internal Revenue Service

Continuing Education and Compliance - Mr. Harris has complied with the requirements of the various certifying organizations of which he is a member and has completed the following courses for license maintenance, re-certification and/or continuing educational requirements:

Course Title	Location	No.Hours	Month/Year
Appraising and Analyzing Retail Shopping	Wichita, Kansas	7	April 2013
Construction Details and Trends	Wichita, Kansas	7	April 2013
ASA National Conference	Phoenix, Arizona	25	September 2012
National USPAP Update	Kansas City, Kansas	7	April 2012
Private Appraisal Assignment	Kansas City, Kansas	7	May 2012
ASA – Aircraft Specific 2	Wichita, Kansas	16	December 2011
ASA - Aircraft Specific	Wichita, Kansas	27	August 2011
Graduate Personal Property Appraiser's Program	Orlando, Florida	40	July 2011
Red Flags in Property Inspection	Wichita, Kansas	3	April 2011
Real Estate Finance for Appraisers	Wichita, Kansas	4	April 2011
Real Estate Update for Appraisers	Wichita, Kansas	7	April 2011
ASA – Aircraft Specific	Wichita, Kansas	27	January 2011
USPAP Review	Salina, Kansas	7	April 2010
Mortgage Fraud Prevention	Salina, Kansas	7	April 2009
Market Conditions	Wichita, Kansas	4	April 2009
USPAP Review	Wichita, Kansas	7	April 2009
HVCC Course	Wichita, Kansas	3	April 2009
FHA and VA Appraisal	Wichita, Kansas	7	May 2008
USPAP Review	Wichita, Kansas	15	April 2007
USPAP Review	Wichita, Kansas	15	April 2006
USPAP Review	Topeka, Kansas	15	April 2005
National CBC Convention	Chicago, Illinois	15	October 2004
USPAP Review	Wichita, Kansas	15	April 2004
Real Estate Review	Topeka, Kansas	15	April 2003
USPAP Review	Topeka, Kansas	15	April 2002
National CBC Convention	Las Vegas, Nevada	30	October 2001
USPAP Review	Emporia, Kansas	15	October 2000
National CBC Convention	Tempe, Arizona	30	October 2000
Report Writing	Wichita State University	4	March 2000
Small Income Properties	Wichita State University	4	March 2000
Summary Appraisal Reporting	Wichita State University	7	March 2000
National CBC Convention	Portland, Oregon	30	October 1999
USPAP Review	Topeka, Kansas	15	April 1999
National CBC Convention	Tempe, Arizona	30	September 1998
Income Property Valuation	Salina, Kansas	3	April 1997
Environmental Update	Salina, Kansas	9	April 1997
Condominium Appraisal	Kansas Association of Realtors	12	April 1996
FIRREA Revisited	Kansas Association of Realtors	12	April 1996
USPAP Review	Wichita State University	12	April 1995
FIRREA Compliance	Wichita, Kansas	7	May 1993
Kansas Taxpayers Hearing & Appeal Part 1 & II	Topeka, Kansas	10	April 1993
M&E Appraisal - Advanced	ICBC, Orlando, Florida	22	September 1992
M&E Appraisal	CBC - Scottsdale, Arizona	22	September 1992
The Basics of Appraisal	Wichita State University	15	July 1991
Real Estate Analysis	Wichita State University	15	July 1991
Sales Comparison Approach	Wichita State University	15	July 1991
Cost & Income Approach - Valuation of Partial Interest	Wichita State University	15	August 1991
Appraisal Standards & Ethics	Kansas Association of Realtors	15	June 1991
Principals of Evaluation - Level II	Lindenwood College, St. Charles, Missouri	21	March 1990
Principals of Real Estate	Wichita State University	30	October 1989
Principals of Appraisal - Level IV	ASA, Chicago, Illinois	21	April 1989
Principals of Real Estate	Parklane RE School, Wichita, Kansas	24	October 1987

Partial List of Businesses Appraised - The following is a partial list of the types of businesses that have been appraised by John R. Harris:

Accounting Practices	Hospitals
Architectural & Engineering Services	High Tech Manufacturing Companies
Advertising Agencies	Historical Buildings
Aerial Spraying Services	Hotels
Airports	Ice Cream Stores
Appliance Sales & Repair	Interior Decorating Shops
Art & Craft Supply Stores	Insurance Agencies
Asphalt Plants/Sand Pits	Janitorial Companies
Attorney's Practices	Ladies Retail Clothing
Auto Body Shops	Liquor Stores
Auto Dealerships	Lumber Yards
Auto Parts Stores	Machine Shops
Auto Repair Garages	Maid Service Franchises
Bakeries	Mall Specialty Shops
Banks	Manufacturing Companies
Beauty Shops	Medical Clinics
Bridal Shops	Millwork Shops
Building Product Supplies	Motels
Candy Shops	Moving and Storage Companies
Catalog & Mail Order Houses	National Franchises
Chemical Manufacturers	Newspapers
Chemical Distributors	Oil and Gas Refineries
Clinics	One Hour Photo Stores
Clubs/Taverns	Photography Studios
Collection Agencies	Physicians Practices
Construction Companies	Plumbing Contracting Services
Convenience Stores	Printing Companies
Cosmetic Stores	Radio/TV Repair Companies
Country Clubs	Real Estate Sales Agencies
Dairy Farms	Recreational Vehicle Dealerships
Dental Practices	Refuse Hauling Companies
Distribution Companies	Restaurants
Dog Kennels	Rock Quarries
Donut Shops	Rodeo Stadiums
Dry Cleaners	Sandwich Shops
Electrical Contracting Services	Schools
Exercise Gyms	Supper Clubs
Fabric Stores	Swimming Pool Builders
Fast Food Restaurants	Travel Agencies
Farms	Trucking Companies
Flower Shops	Veterinary Clinics
Food Processing Plants	Video Rental & Sales Shops
Furniture Stores	Wallpaper Stores
Gasoline Stations	Welding Shops
Gift Shops	Well Drilling Companies
Golf Courses	Well Servicing Companies
Grocery Stores	Wholesale Businesses
Hardware Stores	Woodworking Shops
Hobby Shops	Wrecker/Towing Services