



Willard Michlin

Licenses & Professional Designations

California Licensed Real Estate Broker #00529559

Certified Public Accountant (CPA) # 106752

Certified Fraud Examiner (CFE) #594927

Professional Certified Business Broker (CBB) designation

Member of the Los Angeles Superior Court's "Panel of Experts."

Member of the Ventura Superior Court's "Panel of Economic Experts"

Education

B.S.—Business Administration, California State University, Los Angeles-Major Accounting. 1969

Graduate Work, University of Southern California 1971

Degree in Business Consulting from Hubbard College of Administration 1992

Experience and Positions Held

EXPERT WITNESS:

- Actual income determination
- Broker/agent fiduciary duties
- Business torts: fraud, breach of fiduciary duties by officers, director, managers, and partners
- Business valuation: sales, custom standards and practice
- Commission disputes between buyers, sellers, and intermediaries
- Divorce
- Dual agency relationship
- Lender liability issues
- Loss income determination
- Mortgage lending and finance practices
- Valuation of auto body shops

PO Box 2734,

Seal Beach CA 90740

Kismetrei@earthlink.net

805-428-2063

www.EvaluateABusiness.com

www.KismetBusinessBrokers.com

REPRESENTATIVE APPEARANCES:

Valuation of Auto Body Shop testimony for Divorce-Madera, CA.

Valuation of Auto Body Shop testimony for Divorce –Pasadena, CA.

Testimony regarding Dispute between business buyer and seller-Norwalk, CA

Valuation of Auto Body Shop-Fraud and Seller Carryback note. -

Los Angeles, CA.

Certification of Trust Expenses, Real Estate Rehabilitation-Pasadena, California

BUSINESS AND FINANCE:

KISMET BUSINESS BROKERS – Business Intermediaries

President and Licensed Business Broker -1992 to present

Brokerage of Small and Medium Size Businesses (Brokered over 200 Businesses)

Industry Expert-Brokerage of over 20 Auto Body Shops.

REAL ESTATE:

KISMET REAL ESTATE INVESTMENTS, INC. Founded 1975

President and Licensed Broker

Purchase of over 200 properties at or before Trustee Foreclosure Sales

Brokerage of Single Family Residences, Multifamily Units and Commercial Properties

Fee for Service—Advised and Personally Handled Real Estate Difficulties for Owners

Fee for Service- Loan Modifications

Fee for Service- Real Estate Debt Negotiations

KISMET MORTGAGE COMPANY

Originated and Brokered Hard Money Private Second Trust Deeds

KISMET REAL ESTATE PROPERTY MANAGEMENT

Repair and Remodeled Single Family Residences and Multi-unit buildings

Builder/Developer - Houses, Condominiums, and Apartment Buildings, 1977 to 1987

Managed Residential and Residential Income Rentals

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ADDITIONAL BUSINESS EXPERIENCE:

GENERAL PACIFIC PROPERTIES, INC. 2002 to 2005
Responsible Broker for two office Real Estate Firm

MARKETSHARE PRINTING & MAILING, INC. Owner

FRESH AND FANCY ORGANIC FARMS 1999 to 2003
Owned and Managed a 43 Acre Organic Avocado Ranch in Somis, California
Managed 150 Acres of Olive Groves in Tulare California
Co-owner of Fresh and Fancy Gourmet Catering

APEX DRUM COMPANY, INC. 1965 to 1977
Vice President-Industrial Sales Representative

Publications

Regular contributor: Automotive articles for the Body Shop News, Fender Bender Magazine and many hard copy and on-line publications.

Swimming Pool Articles published in Apartment Owners Association Magazine (70,000 Circulation), Apartment Management Magazine (80,000 Circulation) and So California Apartment Owners Magazine.

Real Estate & Fraud Articles published in Apartment Management Magazine (80,000 Circulation)

Over 50 articles published on Business Fraud on "Business Exchange Network," the Largest Business Listing Website in California.

A List of Articles written is available upon request.

Conference Presentations

"How to Buy or Sell a Business," Given every other month to Business buyers at various locations 2008-Present time

"A New Way to Value a Very Small Business," Presentations at CABB and SCBBN 2011

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Public Speaking

Real Estate Talk Show Host, KMNY, 1988, Weekly one hour real estate show.
Real Estate Panel Guest on Mid-Morning L.A.

“How to Buy Foreclosures” Real Estate Seminar Series

Multiple Cable TV Show appearances, on the subject of Real Estate

General Business Lectures (Fraud, Salesmanship, Marketing, Organizing)-
Over 50 public appearances

“How to Buy or Sell a Business” Seminars-Over 20 times.

A List of education speeches and seminars designed is available upon request.

References

John Elhai, CPA, Mission Oaks Tax & Accounting 805-428-1715 Ext 7

Alon Ha Cohn, Attorney, TQM Law Corp., 310-844-6968

Eugene Moore, Attorney, Law Office of Eugene Moore, 818-632-9882

Robert Hudock, Hudock, Attorney Employment Law, 424-252-4770

Alexandre Cornelius, Attorney, Cornelius & Cohanghadosh APC, 818-835-9159

Professional Organizations

CalCPA - California Association of CPA's

Association of Certified Fraud Examiners

International Association of Business Brokers (IBBA)

California Association of Business Brokers (CABB)

Southern California Business Broker Network (SCBBN)

Building Industry Association of Southern California -1980-1981.

Mortgage Brokers Association of California. 1983

Toastmasters International-1983 to Present; Distinguished Toastmaster (DTM)

Moorpark Rotary Club- 2005 to 2010

National Association of Realtors

California Association of Realtors

Burbank Board of Realtors

California Avocado Society-2000

California Certified Organic Farmers Association-2000

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Interests and Activities

Barbershop Singing

Toastmasters

Ballroom Dancing

Hobbies

Lionel Model Trains and Live Steam Trains

Stamp and Coin Collecting

Volunteer Experience

Rotary Club of Moorpark, Civil War Reenactment

Junior Achievement Lecturer to High School Classes (over 20 lectures)

Speaker: USC/Trojan Business Alliance/Marshall School of Business

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