

MICHAEL BLAKE, CFA, ASA, ABAR

BUSINESS APPRAISER & STRATEGIC ADVISOR

GUIDING CLIENTS TO WINNING DECISIONS

 /in/unblakeable

 /@yourbusinessvalue

 HighScoreStrategies.com

 (US) 1 770 286 3169

mblake@highscorestrategies.com



Mike is the CEO of *High Score Strategies* (HSS), a consultancy devoted to guiding clients to understand the value of their businesses and intangible assets for acquisition, investing, capital raising, disposition, and succession planning.

Investors and owners rely on Mike's "information over validation" advisory approach, understanding that the questions Mike asks unearth hard but crucial answers supporting their next transformative step or business stage.

Mike's background spans 20+ years in valuation and 8 years in venture capital and investment banking. Previous to founding *HSS*, he served as Managing Partner with *Brady Ware Arpeggio*; Director of Valuation Services with *Aprio* (formerly, *Habif, Arogeti, & Wynne*) and Managing Director with *Adams Capital*. He also is Special Lecturer at *Georgia Tech*, teaching graduate students on the valuation of emerging technologies and IP with a focus on Monte Carlo simulations and real options theory.

He founded and ran a non-profit in Atlanta in the USA, *Startup Lounge*, helping to connect hundreds of Investors and startups over 10 years and currently serves on the board of the *BVIUK (Business Valuation Institute UK)*. He coached 6 teams to victory in business plan competitions, leading to over \$300,000 in cash prizes and nearly \$2 million in services, and an entrepreneur that received funding through ABC's *Shark Tank*. He is energetic and deeply knowledgeable speaker engaging professional audiences large and small, Mike has delivered 100+ presentations on a diversity of topics spanning startup valuation, business appraisal, risk management, IP and emerging tech valuation and more.

He holds an MBA from *Georgetown University* and a BA from *Franklin & Marshall*. He speaks fluently: English, Ukrainian, Russian, and French and is conversant in Portuguese, German and Spanish. He lives with his family in *Caldas Da Rainha, Portugal*, about an hour outside of Lisbon.

SPEAKING TOPICS

- ✓ VALUATIONS OF:
 - STARTUPS
 - EMERGING TECH
 - AI & BLOCKCHAIN
 - INTELLECTUAL PROPERTY
- ✓ ENTREPRENEURSHIP
- ✓ PRIVATE EQUITY
- ✓ CAPITAL RAISING
- ✓ FINANCIAL MODELING
- ✓ MONTE CARLO SIMULATIONS

TESTIMONIALS

"Mike... played a key role in honing our sales pitch to prospective buyers."

"Mike has an effortlessly engaging teaching style and is fully in command of topics comprising the income and market approaches to valuation. He is able to illustrate difficult concepts with real life examples thus making complex ideas accessible..."

"Mike Blake is the best business advisor I have worked with. I've known him nearly a decade..."

"I am always excited to have the opportunity to hear Michael Blake present. He has a broad wealth of knowledge including insight and expertise on tech start-ups and the technology..."

"Michael Blake is an outstanding valuation expert. He is easy to work with, has a keen eye for subtle nuances, and excellent judgment. We have worked with him now for a number of years..."

RECENT AUDIENCES

