

Professional Qualifications

Bob Bruns

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Specialties:	Business appraisals, business packaging, marketing and sales, business consulting.
Education:	BSME, University of Colorado, Boulder, Colorado MBA, Golden Gate University, Sacramento, California
Specialty training:	Appraisal training through Institute of Business Appraisers (IBA) Business broker training through International Business Brokers Association (IBBA)
Licenses:	California Real Estate Broker Nevada Real Estate Broker/Salesperson with Nevada State Business Broker Permit
Affiliations:	Life member, Institute of Business Appraisers (IBA) International Business Brokers Association (IBBA) Charter member, Nevada Business Brokers Association (NBBA) Institute of Electrical and Electronics Engineers (IEEE)
Experience:	Business Broker and Appraiser (founder): Premier Business Advisors, Fair Oaks, CA. Performed valuations for approximately 1500 companies. Conversion rate of approximately 65% of listed to sold, against industry average of 30%. Prior: approximately 20 years professional experience as an executive or engineer in industry: <i>Troy Wireless and Connectivity</i> , Irvine CA: VP of Engineering and Operations <i>C & K Systems</i> , Folsom CA: VP of Engineering <i>Gagetek</i> , Rancho Cordova CA: Founder and President <i>Chaparral Communications</i> , San Jose CA: VP of Engineering, International Product Development <i>Hewlett Packard</i> , Palo Alto, CA: Project Engineer
Patents/Awards:	13 US Patents 1998 Kardux Cup: International Society of Weighing and Measurement for most significant advancement in the weighing industry, the Helical Load Cell.
Publications:	<i>Occupant Position Sensing</i> , Sensors Magazine, December 2000 <i>The Torsional Sensing Load Cell for Occupant Position Sensing</i> , Proceedings, Sensors Expo, Fall 2000 <i>The Helix Load Cell</i> , Sensors Magazine, May 1998
Internet:	www.pmbizbrokers.com : Premier Business Advisors home page www.bizvalpro.com : Free online business valuations
Boards:	Board of Directors, Interopix, Inc. Folsom, CA Technical Advisory Board, Destiny Networks, Morgan Hill, CA
Community:	Volunteer instructor of computers, Windows and digital photo editing for the E.M. Hart Senior Center in Sacramento. Recognized in 2005 as one of the top ten volunteers for the City of Sacramento based on hours of service. Currently (2008) teaching classes on use of open source software, such as OpenOffice.