

## Instructor's Bio

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**Enrique Brito** is a Managing Director at Kaizen, a strategy and M&A advisory firm headquartered in Richmond, Virginia. He focuses on advising owners of middle market businesses on how to maximize and harvest business value through the design and implementation of business strategies designed to achieve sustainable growth, consistent profits and successful ownership transitions.

Mr. Brito has more than 25 years' investment banking and corporate finance experience involving transactions in the US, Mexico, Venezuela, Colombia, Argentina and Peru. On behalf of the National Association of Certified Valuators and Analysts, he lectures on M&A and business valuation to national audiences (named Instructor of Great and Exceptional Distinction from 2003 to 2016). He also a regular contributor to local business publications and a speaker at national conferences on M&A topics.

Previously, Mr. Brito was a partner and practice leader of Corporate Advisory Services at Tatum in Washington DC. Earlier, he was a partner and Senior Managing Director at The McLean Group, a middle market investment bank headquartered in McLean, Virginia and Director of Corporate Finance at Lockheed Martin Global Telecommunications in Bethesda, Maryland.

Mr. Brito holds an MBA from The American University and a BS degree in Industrial and Systems Engineering from the University of Florida. He also holds professional credentials as a Chartered Financial Analyst (CFA), Certified Valuation Analyst (CVA), and Certified Mergers & Acquisitions Advisor (CM&AA). Mr. Brito is a member of the CFA Institute, the CFA Society of Virginia, the National Association of Certified Valuators and Analysts and the Association for Corporate Growth.