

A professional headshot of Don Sihota, a man with dark hair, wearing a dark blue suit, white shirt, and a red and blue striped tie. He is looking directly at the camera with a slight smile.

**Don Sihota**  
*Business Lawyer*

YOU ARE INVITED

# How to Buy or Sell a Business

Join me at a confidential half-day seminar to learn  
lucrative strategies for your next transaction

NOVEMBER 2, 2016

**CLARK WILSON**

# How to Buy or Sell a Business

November 2, 2016

Attend this seminar to learn how to:

- Determine the value of your business.
- Structure the best deal to protect your wealth.
- Negotiate to your advantage when buying or selling a business.
- Gain certainty about legal costs with fixed fee engagements.

This seminar is for buyers and sellers and is **confidential**. You are not required to disclose your reason for attending.

Registration fee includes a **free 1 hour consultation** with each speaker.

## This is what satisfied clients are saying:

*"Don acted for me when I sold my business and I was very impressed with his legal knowledge and capability in managing the sale. He negotiated a great deal for me and remained focused and organized throughout. Don provided considered and timely advice and he was always very responsive to my needs. In addition, Don assembled a team that assisted in every aspect of my transaction including human resources and employment issues, Federal and Provincial legislation and financing. Don had all the bases covered which made the sale proceed smoothly and seamlessly. I would highly recommend Don to any business owner considering selling."*

*Don Cormack, Ethan Holdings Ltd., Vancouver*

## When

- 8:30AM - 1:00PM (registration & light breakfast from 8:00AM)
- November 2, 2016

## Where

- Clark Wilson LLP
- 900 – 885 West Georgia Street, Vancouver, BC V6C 3H1

## Price

- Early registration: \$75/person (register by October 26, 2016)
- Regular: \$99/person

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Consultation with Don Sihota is subject to his confirmation that the consultation will not create a conflict with clients of Clark Wilson LLP. Attending a consultation does not mean you have engaged Don Sihota to be your lawyer. This will only occur if you have signed an engagement letter. Consultations are limited to one hour per company, per speaker. Consultations to be held within 30 days of attendance at seminar.

The seminar is subject to a minimum number of registrants. We reserve the right to substitute a qualified speaker or change the venue if required. If the seminar is cancelled, Clark Wilson LLP's liability is limited to refund of seminar fee.

The statements made by the seminar guest speakers are their own opinions, positions or advice and do not necessarily reflect the opinions, positions or advice of Don Sihota or Clark Wilson LLP.



### Don Sihota, Bcom, LL.B.

M&A Lawyer, Clark Wilson LLP

With approximately half a billion dollars of cumulative transaction value behind him, Don has the experience and knowledge to protect you through the process of buying or selling your business.



### Mike Kuiack

M&A Advisor, BK Capital

Since 1995, Mike has provided sell-side, buy-side and independent services on more than 100 M&A projects, including due diligence, structuring, financing, pricing/valuation, and business planning.



### Ted Olak

Director, Growth & Transition Capital  
BDC Capital

Ted assists business owners with creative financing solutions for M&A transactions. His focus is on listening to entrepreneurs and helping them achieve their strategic goals.



### Kevin Walsh, CA

Walsh King LLP, Chartered Accountants

Kevin's practice focuses on providing tax support for complex share and asset purchase and sale transactions, management buyouts and family business ownership transition planning.

CLARK WILSON

**BKCapital**  
Growth Advisors to  
Middle-Market Companies

**bdc** 



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# How to Buy or Sell a Business

November 2, 2016

Register online at: [www.DonSihotaSeminar.eventbrite.ca](http://www.DonSihotaSeminar.eventbrite.ca)

OR

Return this registration form by email, fax, or mail to:

**Jessica Mitchell**

Clark Wilson LLP

900 – 885 West Georgia Street

Vancouver, BC V6C 3H1

[jmitchell@cwilson.com](mailto:jmitchell@cwilson.com)

Phone: 604.687.5700 ext. 4229

Fax: 604.687.6314

## Registration Form

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

## Payment

Price includes GST

☐ \$99      ☐ \$75 (early registration - register by October 26, 2016)

Total payment \$ \_\_\_\_\_

☐ Cheque enclosed (payable to Clark Wilson LLP)

☐ Visa

☐ MasterCard

☐ AMEX

Card No. \_\_\_\_\_

Expiry Date \_\_\_\_\_

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Signature \_\_\_\_\_