

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

JUNE 21, 2017

**CLARK WILSON**

# How to Buy or Sell a Business

Wednesday, June 21, 2017

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 Don Sihota's clients are saying:

*"We were so happy to have Don representing us when we sold our business to the existing management team. He communicates legal issues clearly and concisely and really understands how business owners think. Even though we encountered some significant roadblocks along the way, Don was able to protect us and overcome those difficulties, resulting in a successful closing. We chose well when we chose Don and his team."*

*Bob and Sue Adams, Whistler, BC*

## When

- 8:30AM - 1:00PM (registration & light breakfast from 8:00AM)
- Wednesday, June 21, 2017

## Where

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

## Price

- Early registration: \$75/person (register by June 14, 2017)
- Regular: \$99/person

## Free Parking

- Details provided on registration

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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 two-thirds of 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.



**Cathie Brayley**

Tax Lawyer, Clark Wilson LLP

Over her 32-year career, Cathie has guided clients through all types of tax complexities—from buying and selling a business, to structuring corporate investments, to CRA audits, to personal tax planning.



**Ken Tarry**

Partner, Sequeira Partners Inc.

As a co-founder of Sequeira Partners Inc. in British Columbia, Ken is a respected authority on middle market corporate finance transactions. He has over 17 years of experience advising clients across Western Canada.



**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.

# How to Buy or Sell a Business

Wednesday, June 21, 2017

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 June 14, 2017)

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

☐ Cheque enclosed (payable to Clark Wilson LLP)

☐ Visa

☐ MasterCard

☐ AMEX

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

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

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Signature \_\_\_\_\_