

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

OCTOBER 26, 2017

**CLARK WILSON**

# How to Buy or Sell a Business

Thursday, October 26, 2017

Attend this seminar to learn how to:

- Prepare your business for sale.
- 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:

*"Don has been our lawyer during a very exciting period for us as we explored options for growing our family business and taking it to the next level. We were approached with a few offers that looked good, but Don showed us the risks we didn't see. Don has always been there for us, providing advice and ensuring we are safe. Ultimately, we completed a very successful transaction and with Don's oversight, it couldn't have ended better for us. We highly recommend Don and his team."*

*Angela & Charles Holmes, Hempco Canada Superfoods Inc.*

## When

- 8:30AM - 1:00PM (registration & light breakfast from 8:00AM)
- Thursday, October 26, 2017

## Where

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

## Price

- Early registration: \$75/person (register by October 20, 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.



**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.



**Derek Strong**

Regional Director, Roynat Capital

Derek oversees a \$700M portfolio of mid-market manufacturing/service and distribution companies with loans and investments in the \$1-\$50M range, providing creative financing solutions for changes in ownership.



**Ryan Hoag**

Partner, Taxation Services, MNP LLP

Drawing on his experience in assisting middle market companies through transactions, Ryan provides clients with progressive tax planning ideas, helping owners and entrepreneurs build value in their businesses.

# How to Buy or Sell a Business

Thursday, October 26, 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 October 20, 2017)

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

☐ Cheque enclosed (payable to Clark Wilson LLP)

☐ Visa

☐ MasterCard

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