

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. The background is dark and out of focus.

**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

JANUARY 25, 2018

**CLARK WILSON**

# How to Buy or Sell a Business

Thursday, January 25, 2018

If your business has revenues of \$2M to \$50M or over, we strongly encourage you to attend this seminar. You will 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

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.

*"Don Sihota acted for us in a sale transaction and thanks to Don's experience and skillful negotiation we were very happy with the final outcome. We would not hesitate to use Don's services again in the future or recommend him to others."*

Robert Adams

To see what more clients are saying about working with Don Sihota visit:

[www.cwilson.com/people/don-sihota/](http://www.cwilson.com/people/don-sihota/)

## When

- 8:30AM - 1:00PM (registration & light breakfast from 8:00AM)
- Thursday, January 25, 2018

## Where

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

## Price

- Early registration: \$199/person (register by January 19, 2018)
- Regular: \$250/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 over 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.



**Doug Ryder**

M&A Advisor, Grant Thornton LLP

Doug provides transaction and related services covering mergers and acquisitions, capital restructuring, strategic planning and capital sourcing. He also routinely performs valuation engagements to support corporate transactions.



**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.

**CLARK WILSON**



**Grant Thornton**

An instinct for growth™

**Roynat** >

**Scotiabank**®

# How to Buy or Sell a Business

Thursday, January 25, 2018

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

☐ \$250    ☐ \$199 (early registration - register by January 19, 2018)

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

☐ Cheque enclosed (payable to Clark Wilson LLP)

☐ Visa

☐ MasterCard

☐ AMEX

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

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