



**Don Sihota**

*Business / M&A 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 24, 2019

**CLARK WILSON**

# How to Buy or Sell a Business

Thursday, January 24, 2019

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.

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

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

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

## When

- Thursday, January 24, 2019
- 8:30AM - 1:00PM
- Registration & light breakfast from 8:00AM

## Where

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

## Price

- Early registration: \$199 (register by January 18, 2019)
- Regular: \$250

## Free parking

- Details provided on registration

### This is what Don Sihota's clients are saying:

*We were very appreciative of the stellar work that Don Sihota and his "dream team" provided for us throughout this difficult process. We can't imagine a more professional team to assist us in the sale of our company. We would recommend Don Sihota to anyone who is contemplating the succession process.*

*Andrew and Linda McLean*

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/)



**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.



**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.



**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.



**Lynne Zulian, CPA, CA**  
Tax Accountant, Grant Thornton LLP

Lynne assists high-net-worth and corporate clients with their tax and succession planning, helping them minimize their taxes, protect their wealth and leave a lasting legacy after the sale of their business.

**CLARK WILSON**

**Roynat** > CAPITAL\*

 **Grant Thornton**  
An instinct for growth™

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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.

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Thursday, January 24, 2019

## OPTION 1:

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Register online at

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

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## OPTION 2:

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

\$199 - Early registration (register by January 18, 2019)

\$250

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

Cheque enclosed (payable to Clark Wilson LLP)

Visa

MasterCard

AMEX

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

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

Cardholder Name \_\_\_\_\_

Signature \_\_\_\_\_