



Don Sihota

Partner

Business Succession
Private Company Mergers & Acquisitions
Estates & Trusts
General Business Law

604 643 3123
dsihota@cwilson.com

Profile

Don is a seasoned M&A lawyer, having worked on transactions totaling approximately three-quarters of a billion dollars of value to date. Don has successfully represented a very large number of business owners over a broad range of industries giving him an incredible depth of experience in M&A transactions. This depth of experience allows Don to be a true champion for our clients, providing sophisticated legal advice, anticipating and avoiding challenges and protecting clients from the pitfalls inherent in complex and sophisticated business sale and purchase transactions. But Don's work does not stop there. In addition to M&A transactions, Don assists our clients with shareholder disputes, corporate reorganizations and general corporate matters.

Our clients regard Don highly for his expertise, responsiveness, and ability to explain complex legal issues in a clear and comprehensive manner, enabling them to make the best decisions possible based on grounded and timely advice. Don establishes key business strategies in advance of negotiations and advocates for those positions powerfully to accomplish our clients' goals.

While Don routinely acts in the purchase and sale of some of the largest companies in British Columbia, his experience and expertise is accessible, whether a business is worth \$100M or under \$2M. Don's role depends on the nature of the transaction and the budget. For larger

and more complex matters, Don's role will be very hands-on. For other transactions, Don will provide comprehensive conceptual oversight and lead the negotiating strategy, but day-to-day management and document drafting can be handled by lawyers at the appropriate level of experience under Don's supervision, ensuring a cost-effective result. By choosing Don for the M&A transaction, our clients will receive high-quality legal services regardless of transaction size.

Don's education (having a double degree, one in business and one in law) allows him to apply his knowledge of business and law for the benefit of our clients. Furthermore, having been involved in a successful business himself, Don understands the business owner's mindset and fully appreciates the demands of managing and growing a company. From business start-up to business succession, Don employs legal strategies that help our clients succeed in business, while minimizing business risk.

Work Highlights

Industrial Equipment Supplier

- > Acted in the purchase of a majority shareholding

Steel Distributor

- > Sale of the business to a private equity firm

Flooring Business

- > Acted for owner in the sale to management

[Additional work highlights below](#)

Services

- > Mergers and acquisitions and business succession planning
- > Incorporation of new businesses
- > General corporate and commercial law
- > Restructuring
- > Private company transactions
- > Private equity
- > Shareholder rights

Don is also a contributor to the corporate community as a:

- > Leader on the editorial board of the Due Diligence Deskbook, an authoritative guide for lawyers who practice in the M&A field
- > Frequent lecturer on business succession planning and M&A. He has established a renowned seminar series on these topics

Don is the editor for our Business Succession Update. Articles for this newsletter cover topics related to business succession. This newsletter is valuable to anyone looking to buy and/or sell a company. The articles in this complementary newsletter are available for viewing through subscription only. [Subscribe here.](#)

Credentials

Industry Involvement

- > Canadian Bar Association
- > ACG British Columbia - Association for Corporate Growth
- > M&A Club
- > The Continuing Legal Education Society of British Columbia, Due Diligence Deskbook, Editorial Board
- > The Continuing Legal Education Society of British Columbia, Advising BC Businesses, Contributing Author

Education & Call to Bar

- > Call to Bar: British Columbia, 1986
- > Bachelor of Laws, University of British Columbia, 1985
- > Bachelor of Commerce, University of British Columbia, 1984

Additional Work Highlights

Insurance Agency

- > Acted for the purchaser in a consolidation play

Global Education Provider

- > Purchase of college of further education

Commercial Signage Company

- > Acted for the owners in the sale of the business

Financial Services Industry

- > Acted in the sale of book of business

Food Industry

- > Acted in the sale of a specialist import business

Heating and Cooling Control Contractor

- > Purchase of majority shareholding

Crane Manufacturing Business

- > Sale of the business to an industry competitor

Technology Company

- > Sale of the business to a European based multi-national

Military Procurement Business

> Acted as BC counsel in the sale of the business in Quebec