



## Don Sihota

Partner

Business Succession  
Private Company Mergers & Acquisitions  
General Business Law

604 643 3123  
[dsihota@cwilson.com](mailto:dsihota@cwilson.com)

### Profile

Don is a seasoned M&A lawyer, having worked on transactions totaling over 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**

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### **Roofing and Insulation Industry**

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

### **Heavy Duty Truck Dealership**

- > Acted for the owner in the sale of the business to a competitor

### **Online Employment Service Provider**

- > Acted for the company in the sale of the business to a US buyer

*[Additional work highlights below](#)*

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## **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

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## 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

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## Construction Company

- > Acted for the company in the purchase of an industry competitor

## Retail Chain

- > Acted for the shareholders in the sale of multiple retail operations

## Manufacturer of Marine Vessels

- > Acted for the shareholders in the sale of the business to an industry competitor

## Medical Equipment Provider

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

## Mechanical Contracting Business

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

## Electrical Contractor

- > Acted for the shareholder group in the sale of the business

## Food Distribution Business

- > Acted for the owner in the sale of a US subsidiary

## Signage and Wayfinding Company

- > Acted for the purchaser of the business

## Equity investment in biotechnology firm

