



## Pratibha Sharma

Partner

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General Business Law  
Business Succession  
Private Company Mergers & Acquisitions  
Employment & Labour  
Technology Transactions and Emerging Company Services

### Profile

Businesses contribute greatly to our economy by creating jobs, providing our goods and services and building a strong foundation for our community. They require timely, creative and practical solutions for the comprehensive range of issues they face to make strategic decisions necessary for their formation, survival, expansion and transition.

Pratibha's priority is providing excellent client service by combining business acumen, legal expertise and an emphasis on building relationships. Her focus is on work ethic, perseverance and drive to provide advice that clients can put into action for their business.

### Work Highlights

Pratibha's client base and experience spans a wide range of industries, including technology, film production, health, retail, insurance, real estate, luxury goods, financial services, professional services, pharmaceutical, food processing, manufacturing and trucking and transportation to name a few.

### Services

- > Mergers and acquisitions
- > Shareholder agreements
- > Purchase and disposition transactions
- > Corporate structuring, Reorganizations, Restructuring and Amalgamations
- > Share and asset purchases and sales
- > Confidentiality and non-disclosure, non-competition/solicitation agreements
- > Letters of intent
- > Corporate governance advice
- > Incorporations, formation and financing of business ventures
- > Labour and employment issues arising from the purchase and sale of businesses
- > Subscription agreements
- > Terminations/offers of employment during the course of a business acquisition/disposition
- > Facilitating and documenting tax-driven transactions
- > Post-employment duties of confidentiality, non-competition, non-solicitation and fiduciary obligations
- > Cross-border transactions
- > Consulting (independent contractor) agreements and employment agreements (for executives or management level employees and non-executive/non-management employees)
- > Non-disclosure agreements
- > Employment-based immigration options and assisting non-Canadians entering the Canadian market

Pratibha provides advice to entrepreneurs, family-owned and operated businesses, medium-sized companies as well as larger national and international companies. Her practice is focused on three general areas:

- > **Start-up phase**
- > **Growth and expansion phase**
- > **Exit, succession and transition phase**

Pratibha understands commercial considerations and addresses issues with a view to contribute to our clients' overall business. Pratibha actively volunteers with business- and entrepreneur-based organizations. She has acted as a mentor for various entrepreneurs who need guidance on pitching ideas, navigating the market and learning how business and law converge.

Pratibha understands that when people are selling their business, they are transitioning a lifetime of work and want to ensure it is done in the right way and to the right people. She also understands that when people are buying a business, they are purchasing a tangible ambition and want to ensure that there is strength and longevity. She marries these needs in ways that benefit both parties, such that sellers have their legacy carried on and buyers have a strong business to take over with the people needed for success.

## Credentials

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### Industry Involvement

- > Canadian Bar Association, member
- > Canadian Bar Association of British Columbia, member
- > Law Society of British Columbia, member
- > Law Society of British Columbia, Professional Legal Training Course instructor for the "Buying and Selling a Business" module

**Community Commitments**

- > TiE Vancouver, volunteer
- > TIE Vancouver, Young Entrepreneur Programs mentor to the winning teams for two consecutive years

**Education & Call to Bar**

- > Call to the Bar of British Columbia, 2008
- > University of British Columbia, Bachelor of Laws, 2007
- > Simon Fraser University, Bachelor of Arts (Criminology and Business Administration)