



BUYING OR SELLING A BUSINESS 2018

Chair: Ryan Done, *Miller Thomson LLP*

March 5, 2018

9:00 a.m. – 12:00 p.m.

CPD Hours = 2 h 30 m Substantive + 30 m Professionalism 

**Donald Lamont Learning Centre
Law Society of Ontario
130 Queen, Street West
Toronto, ON**

SKU CLE18-00303



Agenda

9:00 a.m. – 9:05 a.m.

Welcome and Opening Remarks from the Chair

Ryan Done, Miller Thomson LLP

9:05 a.m. – 9:25 a.m.

**Retaining Talent: Effective Ways to Keep and Incentivize
Owners and Others Post-Closing**

Bradley Ross, Goodmans LLP

- 9:25 a.m. – 9:40 a.m.** **Common Tax Issues When Buying or Selling a Business**
- Lindsay Gwyer, *Stikeman Elliott LLP*
- 9:40 a.m. – 10:00 a.m.** **How to Deal with “Technology Risks” Through Due Diligence (and into the Purchase Agreement)**
- Bruno Soucy, *Blaney McMurtry LLP*
- 10:00 a.m. – 10:10 a.m.** **Question and Answer Session**
- 10:10 a.m. – 10:25 a.m.** **Coffee and Networking Break**
- 10:25 a.m. – 10:45 a.m.** **Negotiating Shareholder Agreements**
- Samantha Horn, *Stikeman Elliott LLP*
- Cameron Rusaw, *Davies Ward Philips & Vineberg LLP*
- 10:45 a.m. – 11:05 a.m.** **The Business of Cannabis (Creating, Buying, or Selling a Business Involved in the Soon to Be Legal Cannabis Industry)**
- Matthew Maurer, *Minden Gross LLP*
- Alexandra (Sasha) Toten, *Minden Gross LLP*
- 11:05 a.m. – 11:35 a.m.** **Professionalism Issues for Business Lawyers (30 minutes )**
- Ian Palm, *Gowling WLG (Canada) LLP*
- Jeffrey Simpson, *Torkin Manes LLP*

11:35 a.m. – 11:55 a.m. **Cross-Border Deal Trends: What’s “Market” in Canadian vs. U.S. Deals?**

Ian Palm, *Gowling WLG (Canada) LLP*

11:55 a.m. – 12:00 p.m. **Question and Answer Session**

12:00 p.m. **Program Ends**