



January 17, 2017

BUYING OR SELLING A BUSINESS

Chair: Ryan Done, *Miller Thomson LLP*

March 8, 2017

1:00 p.m. – 4:00 p.m.

Total CPD Hours = 2 h 30 m Substantive + 0 h 30 m Professionalism 

**Donald Lamont Learning Centre
The Law Society of Upper Canada
130 Queen, Street West
Toronto, ON**

SKU CLE17-0030201



Agenda

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|------------------------------|---|
| 1:00 p.m. – 1:05 p.m. | Welcome and Opening Remarks from the Chair

<i>Ryan Done, Miller Thomson LLP</i> |
| 1:05 p.m. – 1:30 p.m. | Getting Ready for the Deal

<i>Diane Brooks, Blaney McMurtry LLP</i>

<i>Sundeep Sandhu, Blaney McMurtry LLP</i> |

- 1:30 p.m. – 1:55 p.m.** **Representations and Warranties: Mitigating Liability**
Maxwell Spearn, *Miller Thomson LLP*
- 1:55 p.m. – 2:15 p.m.** **Non-Competition Agreements**
Adrian Ishak, *Rubin Thomlinson LLP*
- 2:15 p.m. – 2:30 p.m.** **Go Ahead and Ask Us (Question and Answer Session)**
- 2:30 p.m. – 2:45 p.m.** **Coffee and Networking Break**
- 2:45 p.m. – 3:15 p.m.** **Professionalism Session: Who is Your Client?** ***POLLING***
(30 minutes) 
- Ian Palm, *Gowling WLG (Canada) LLP*
Jeffrey Simpson, *Torkin Manes LLP*
- 3:15 p.m. – 3:35 p.m.** **Bridging Valuation Gaps in M & A Transactions**
Brad Ross, *Goodmans LLP*
- 3:35 p.m. – 3:55 p.m.** **From LOI to Definitive Agreement**
Ryan Done, *Miller Thomson LLP*
Paul Mahaffy, C.S., *Bennett Best Burn LLP*
- 3:55 p.m. – 4:00 p.m.** **Go Ahead and Ask Us (Question and Answer Session)**
- 4:00 p.m.** **Program Ends**