Due diligence can be a successful tool for negotiating, and an important way to deliver value to your clients. Whether you are a new or mid-level practitioner, attend this program to receive the latest best practices for effective due diligence, and learn why effective due diligence is such an important step to optimizing your client’s position. Key takeaways include:

- Understanding the due diligence process
- Effectively reviewing minute books
- Ordering and reviewing due diligence searches
- Key issues to consider in contract, real property, environmental, labour and employment, and financial/lending due diligence
- Preparing the due diligence report

Register now to ensure your due diligence process is one of your most essential tools for risk management, and ultimately, achieving a successful outcome.

8:50 am  Registration and Coffee
9:00 am  Welcome and Opening Remarks
9:10 am  Overview of the Due Diligence Process
  **Jordan Dolgin**, Dolgin Professional Corporation
  - What is “due diligence”?
  - What are the objectives of due diligence?
  - Why is due diligence important? Keep focused on the big picture
  - Preparing a due diligence checklist
  - Electronic data sites: top tips
9:35 am  Ordering and Reviewing Due Diligence Searches
  **Luke Woolford**, Cassels Brock & Blackwell LLP
  - Overview of the common searches
  - What attributes influence the types of searches conducted?
  - Properly reviewing and assessing search results
  - Issue spotting
10:00 am  Effective Minute Book Reviews
  **Jonathan MacKenzie**, Aluvion Law
  - Establishing a minute book review precedent
  - Reviewing the articles of incorporation, by-laws, share registers and resolutions
  - Rectifying minute book deficiencies
10:25 am  Networking Break
10:40 am  Contract Due Diligence
  **Jonathan MacKenzie**, Aluvion Law
  - Establishing a contract summary precedent
  - Identifying material contracts
  - Key provisions to consider in different types of transactions including share purchase versus asset purchase transactions and financings
11:05 am  Overview of Different Kinds of Due Diligence
  **Real Property Due Diligence**
  **Andrew Guerrisi**, Borden Ladner Gervais LLP
  - What constitutes real property?
  - Problems to look for when conducting real property due diligence
  **Environmental Due Diligence**
  **Matt Gardner**, Willms & Shier Environmental Lawyers LLP
  - Liabilities arising from environmental issues and allocation of the risks
  - Reviewing environmental assessments (Phase 1 and Phase 2)
  **Labour and Employment Due Diligence**
  **Ryan Campbell**, DLA Piper (Canada) LLP
  - What are the key labour and employment issues considered in due diligence?
  **Financial Services/Lending Due Diligence**
  **Ian Mak**, Partner, McCarthy Tétrault
  - What are the key financial/lending issues considered in due diligence?
  **Intellectual Property Due Diligence**
  **Anil Bhole**, Bhole IP Law
12:20 pm  Preparing the Due Diligence Report
  **Jasmine Samra**, Partner, Blaney McMurtry LLP
  - Setting out the scope of the due diligence review
  - Who will be relying on the due diligence report?
  - Discussing the due diligence report with your client: risk analysis and possible courses of action
  - Overview of the key sections in a due diligence report
12:40 pm  Q&A/Closing Remarks
12:45 pm  Program Concludes

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