

Buying or Selling a Business 2021



CHAIR: **Ryan Done, Miller Thomson LLP**

March 3, 2021

9:00 a.m. to 12:00 p.m.

Total CPD Hours = 2 h + 30 m Substantive + 30 m Professionalism ^P

**Law Society of Ontario
Donald Lamont Learning Centre
130 Queen St. W.
Toronto, ON**

SKU CLE21-00302

Agenda

9:00 a.m. – 9:05 a.m. Welcome and Opening Remarks

Ryan Done, Miller Thomson LLP

- 9:05 a.m. – 9:25 a.m.** **Navigating Business Sales in a Distressed Environment (Strategies for Distressed M&A) Part 1 (Seller’s Perspective)**
- Russel Drew, *DLA Piper (Canada) LLP*
- Danny Nunes, *DLA Piper (Canada) LLP*
- 9:25 a.m. – 9:45 a.m.** **Navigating Business Sales in a Distressed Environment (Strategies for Distressed M&A) Part 2 (Buyer’s Perspective)**
- Scott Bomhof, *Torys LLP*
- Lily Coodin, *Torys LLP*
- 9:45 a.m. – 10:05 a.m.** **“Earning the Earn-Out”: Strategies for Buyers and Sellers When Negotiating Earn-Out Provisions**
- Brad Ross, *Goodmans LLP*
- Emily (Weizel) Hamovitch, *Goodmans LLP*
- 10:05 a.m. – 10:25 a.m.** **Navigating Buying and Selling in a Rapidly Evolving Market**
- M. Junaid Zia, Vice-President, *Crosbie & Company*
- 10:25 a.m. – 10:30 a.m.** **Question and Answer Session**
- 10:30 a.m. – 10:45 a.m.** **Break**

10:45 a.m. – 11:15 a.m. **Professionalism Issues in the Buying and Selling Context**
(30 m )

Ian Palm, *Gowling WLG (Canada) LLP*

Juda Strawczynski, Director, *practicePRO, LAWPRO*®

11:15 a.m. – 11:45 a.m. **Saving the Deal: Mock Negotiation of Revisions to a Purchase Agreement**

Kevin Greenspoon, *Davies Ward Phillips & Vineberg LLP*

Jennifer Prieto, *Davies Ward Phillips & Vineberg LLP*

11:45 a.m. – 12:00 p.m. **Question and Answer Session**

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