

Buying or Selling a Business 2026



CO-CHAIRS: **Ryan Done**, *Miller Thomson LLP*

Anna Naud, *True North Law Professional Corporation*

March 24, 2026

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
Webcast Only**

SKU CLE26-00307

Agenda

9:00 a.m. – 9:05 a.m.

Welcome

Ryan Done, Miller Thomson LLP

Anna Naud, True North Law Professional Corporation

9:05 a.m. – 9:35 a.m.

**Retainers and Relationships: Building Clarity and Trust in
Complex Corporate Deals (30 m ^P)**

*Lana Saleh, Emotional Intelligence and Communication
Training for Legal Professionals*

Safiyya Vankalwala, PracticePRO Manager & Counsel
Lawyers' Professional Indemnity Company (LAWPRO®)

9:35 a.m. – 9:40 a.m.

Question and Answer Session

9:40 a.m. – 10:15 a.m.

**Case Law Review: Key LOI Decisions Affecting Purchases
and Sales of a Business**

Marco Falco, *Torkin Manes LLP*

Brandon Kain, *McCarthy Tétrault LLP*

10:15 a.m. – 10:40 a.m.

Mock Negotiation

Jonathan Bilyk, *Davies Ward Phillips & Vineberg LLP*

Joseph DiPonio, Senior Vice President, Private Equity,
Fengate Asset Management

10:40 a.m. – 10:45 a.m.

Question and Answer Session

10:45 a.m. – 11:05 a.m.

Break

11:05 a.m. – 11:50 a.m.

**Valuations Demystified: Setting, Protecting, and
Defending Your Purchase Price**

Dante Gatti, *Miller Canfield LLP*

Federica Nazzani, FCPA, FCA, FCBV, CFF, *Capital Assist
(Valuation) Inc.*

11:50 a.m. – 12:00 p.m.

Question and Answer Session

12:00 p.m.

Program Ends