

March 15, 2023

Buying or Selling a Business 2023: Your Roadmap in a Changing Economy



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

March 22, 2023

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

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

Webcast Only

SKU CLE23-00308

Agenda

9:00 a.m. – 9:05 a.m.

Welcome

Ryan Done, Miller Thomson LLP

9:05 a.m. – 9:25 a.m.

Acquisition Financing

Le Nguyen, LLF Lawyers LLP

Dennis Wiebe, Dentons Canada LLP

9:25 a.m. – 9:45 a.m.

Navigating the Insolvency Sale Process

Timothy Hogan, *Harrison Pensa LLP*

Craig Mills, *Miller Thomson LLP*

9:45 a.m. – 10:05 a.m.

Stabilizing Value in a Challenging Economic Environment: Practical Tips for Maximizing and Maintaining Value

Robert Brush, *Crawley MacKewn Brush LLP*

Melanie Russell, *Kalex Valuations Inc.*

10:05 a.m. – 10:35 a.m.

Professionalism Issues in Transactions for Business Lawyers (30 m )

Raymond Leclair, *Vice President, Public Affairs, LAWPRO[®]*

Ian Palm, *Gowling WLG (Canada) LLP*

Jeffrey Simpson, *Torkin Manes LLP*

10:35 a.m. – 10:45 a.m.

Question and Answer Session

10:45 a.m. – 11:00 a.m.

Break

11:00 a.m. – 11:20 a.m.

Earning the Earn-Out

Emily Hamovitch, *Goodmans LLP*

Nader Hasan, *Norton Rose Fulbright Canada LLP*

11:20 a.m. – 11:50 a.m.

**Mock Negotiation – Project Sudsy: Sale of
Laundromat Business with VTB Financing**

Jennifer Prieto, Davies Ward Phillips & Vineberg LLP

Emily Uza, Davies Ward Phillips & Vineberg LLP

11:50 a.m. – 12:00 p.m.

Question and Answer Session

12:00 p.m.

Program Ends