ONTARIO BAR ASSOCIATION
A Branch of the Canadian Bar Association

OBA | Professional Development

"MBA" in a Day - for Lawyers

Date: Wednesday, April 17, 2019 | 9:00 am to 4:00 pm

Location: Twenty Toronto Street Conferences and Events
20 Toronto Street, 2nd Floor, Toronto

Program Chairs: **Daniel Hirsh,** Fogler, Rubinoff LLP
Anna Keller, Shopify

Live Webcast

Professionalism Hours: This program contains **1h 0m**
Substantive Hours: This program is eligible for up to **5h 0m**

The OBA has been approved as an Accredited Provider of Professionalism Content by The Law Society of Ontario.

Back by popular demand! Boost your business and financial knowledge, and your ability to protect and advocate for your clients' legal interests. In this one day course, you will gain a greater understanding how to address complicated financial and other business issues that often arise for your corporate clients. Find out the right questions to ask when working with financial and communications experts, to save your clients time and money. By enhancing your business expertise, you will also reduce your risks of negligence and liability in your legal practice.

Register now to take advantage of this opportunity to improve your business transaction skills. We look forward to seeing you there!

8:30 am Registration and Coffee

9:00 am Welcome and Opening Remarks from the Program Chair

9:15 am **Understanding Your Client's Business: A Guide to Financial Statements for Lawyers**
Ivayla Dingilova, Deloitte LLP
Jessica Chan, Deloitte LLP
- Intro to accounting: Key accounting concepts and lingo
- How to interpret financial statements: an actual review and group discussion
- Identifying areas of concern for the business and properly advising your clients
- Improving your skills for negotiating and structuring deals
- Understanding your client's financial condition to provide the highest quality service

10:30 am Networking Break

10:45 am **Understanding Corporate Tax in Making Business Decisions**
Vern Krishna, CM, QC, Of Counsel, TaxChambers LLP
- Fundamental concepts of corporate taxation
- Setting up the corporation with the right corporate structure
- Integrating corporate and personal taxes for tax minimization
- Use of Professional and Personal Service Corporations

11:45 am Networking Lunch

12:45 pm **Business Valuation: Applying Key Principles to Ensure a Successful Transaction**
Catalina Gutman, Director, Dispute Analysis, PwC Deals
Vanessa Hutton, Manager, PwC Deals
- Case study: Taking a guided walk through the valuation process
- Understanding the various valuation methodologies, approaches and techniques
- What are the key issues that affect the valuation of a business?
- Determining the objectives of both the seller and the purchaser: essential questions to ask
- Strategies for helping the transaction work out to your client's advantage
- Effectively managing your clients' expectations

1:30 pm Networking Break

1:45 pm **Public Relations and Communications Management for Lawyers**
Andrea Lekushoff, Broad Reach Communications
David Scott, , Broad Reach Communications
- The courtroom vs. the court of public opinion: the commonalities between communications and legal advising
- Legal and reputational risks: how should legal counsel be involved in effective crisis management

3:00 pm **How to Conduct Due Diligence to Deliver the Most Accurate Analysis**
Edward Johnston, Partner, Gowling WLG
- Why it is essential to conduct due diligence and what can happen if the process is inadequate
- Assembling your due diligence team: who should be on it and who should lead it?
- Step by step guide for conducting due diligence covering corporate minute book reviews, corporate and security searches, contract review and more
- How to document your findings and report to your clients

3:45 pm **Interactive Q&A Session**
Get answers to your most pressing problems from the experts!

4:00 pm Closing Remarks from the Program Chairs

PROGRAM REGISTRATION IS ONLINE **www.oba.org/pd**
Questions? pd@oba.org