

Buying and Selling a Business:  
Your Comprehensive Guide

Business Law Section



LiveWebcast

Date:Thursday, November 14, 2024 | 9:00 am to 4:00 pm

Location:OBA Conference Centre  
20 Toronto Street, 2<sup>nd</sup> Floor, Toronto

Program Chair:Michael Segal, Loopstra Nixon LLP



Professionalism Hours: This program contains 1hr 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.*

Buying and selling a business is an important event in the life of a client that solicitors are asked to help with. Join your colleagues for a thoughtful and engaging day as you gather practical, hands-on guidance on the process of buying and selling a business. From the initial client contact to the final reporting letter, you will walk away with a general understanding of the key things to be aware of at each stage of a business transaction, with real-world application through a detailed fact pattern.

Our expert faculty will guide you through the fact pattern highlighting the key elements and decision points in buying and selling a business, with separate sections focused on buying and selling assets and another on buying and selling shares. Each section will be delivered through a practical lens, focusing on typical pitfalls, and effective strategies. You will learn how to carry out the basic steps of both a share and an asset transaction and be provided with practical guidance on working with your buyer or seller client.

Whether you are a newer business lawyer, someone who occasionally handles business transactions, or an experienced practitioner in need of a refresher, this program offers the tools and knowledge necessary to confidently manage every step of a business transaction from beginning to end.

9:00 am	Welcome and Opening Remarks	12:00 pm	Lunch Break
9:05 am	<b>Buying Assets</b> <b>Kathleen Robichaud</b> , Law Office of Kathleen Robichaud <b>Arleen Huggins</b> , Koskie Minsky LLP <ul style="list-style-type: none"><li>Practical considerations in negotiating the asset purchase</li><li>Guidance and tips for working with your client and opposing counsel</li><li>Employment Law issues to be aware of, taking on the Asset Seller’s Employees and Employment Contracts</li><li>When to consider consulting with lawyers with special expertise</li><li>Due Diligence - PPSA and the Asset Deal</li></ul>	1:00 pm	<b>Buying Shares</b> <b>Robert Lewis</b> , Robert A. Lewis Professional Corporation <b>Mikolaj Niski</b> , McMillan LLP
10:05 am	Health Break	2:00 pm	<b>Selling Shares</b> <b>Max Z. Ma</b> , KPMG Law LLP <b>Andrea Brinston</b> , Brinston Business Law <ul style="list-style-type: none"><li>Practical considerations</li><li>Guidance and tips for working with your client and with opposing counsel</li><li>When to consider consulting with lawyers with special expertise</li><li>Due Diligence</li></ul>
10:20 am	<b>Selling Assets</b> <b>Adam Burt</b> , Loopstra Nixon LLP <b>Ghaith S. Sibai</b> , Davies Ward Phillips & Vineberg LLP <ul style="list-style-type: none"><li>Practical considerations in negotiations</li><li>Guidance and tips for working with your client and opposing counsel</li><li>Tips on preparing the closing agenda</li><li>Due Diligence - PPSA and the Asset Deal</li></ul>	3:00 pm	<b>Q&amp;A</b>
11:20 am	<b>Q&amp;A</b>	3:10 pm	Health Break
11:30 am	<b>Ethics of Commercial Transactions</b> <b>Leslie Greey</b> , Adamson Associates Architects <b>Lisa Neil</b> , Law Society of Ontario <ul style="list-style-type: none"><li>Who is Client</li><li>Conflicts of interest</li><li>Ethical issues in negotiations</li><li>Common pitfalls</li><li>Managing breakdown in lawyer-client relationship</li></ul>	3:25 pm	<b>LAWPRO Claims Update &amp; Tip</b> <b>Ray Leclair</b> , LAWPRO <ul style="list-style-type: none"><li>Claim Overview</li><li>Fraud</li><li>Policy Requirements</li><li>Tips to Manage Risk</li></ul>
		3:55 pm	<b>Wrap up and Closing Remarks</b>
		4:00 pm	Program Concludes

PROGRAM REGISTRATION IS ONLINEwww.oba.org/pd  
Questions? pd@oba.org