

SUCCESSION SEMINAR: EXIT THIS WAY

Preparing for the successful sale of your business



Silent barriers • Valuation • Tax planning • Legal considerations • Finance strategy • Investing your proceeds

Attend this seminar to learn what you can do before, during and after the sale to maximize your proceeds and build your wealth.

What are the silent barriers that may unknowingly be limiting your ability to sell?

What is your company worth and what factors drive your valuation?

How can tax strategy be used to maximize your net proceeds?

What legal issues must you consider in order to prevent critical errors when selling your business?

How can you use financing strategy to reduce your risk and maximize your price?

How do you protect and grow your cash flow and net worth after the sale?

Agenda

- > **7:30 a.m. - 8:00 a.m.** – Registration and continental breakfast
- > **8:00 a.m. - 8:40 a.m.** - Addressing the silent barriers
Francine Carlin, MA - Business Harmonizer Group
- > **8:40 a.m. - 9:20 a.m.** - Valuation
Kiu Ghanavizchian, MBA, CA - Blair Mackay Mynett Valuations Inc.
- > **9:20 a.m. - 9:30 a.m.** - Q & A and Break
- > **9:30 a.m. - 10:10 a.m.** - Tax planning for business succession
Deborah Graystone, BSc, TEP, CGA - Principal, Taxation Services, MacKay LLP
- > **10:10 a.m. - 10:50 p.m.** - Preventing critical errors when selling your business
Don Sihota, BComm, LLB - Partner, Clark Wilson LLP
- > **11:00 a.m. - 11:40 a.m.** - Financing for maximum value
Axel Christiansen, MBA, CFA - Managing Director, Subordinate financing -
Business Development Bank of Canada
- > **11:40 a.m. - 12:20 p.m.** - Investing your proceeds
Lilly Kazaz, MBA, CFA - Vice President, RBC Dominion Securities
- > **12:20 p.m. - 12:30 p.m.** - Questions

See reverse for bios and presentation details.

Date:

Monday, November 16

Location:

SFU Surrey Campus
Room SUR 3270
13450 102 Ave.
Surrey, BC

Cost:

\$200 or \$140 per participant
Early bird discount: register before
November 9 and pay only \$140.

To register, contact:

Animita Roy

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F 604 666-8482

E animita.roy@bdc.ca

To confirm your registration please send payment along with the attached registration form to the following address:
Business Development Bank of Canada
Vancouver branch
One Bentall Centre
505 Burrard Street, Suite 2100
Vancouver, BC V7X 1M6
Attention: Animita Roy

Presented by



BUSINESS HARMONIZER
Francine Z. Carlin
RECONCILIATION • RENEWAL • RELATIONSHIP

Blair
Mackay
Mynett
VALUATIONS INC

mackay.ca

CLARK WILSON LLP
BC's Law Firm for Business



Francine Carlin, MA – Business Harmonizer Group
T 604 264-9171 E Francine@businessharmonizer.com

Francine Z. Carlin's practice focuses on the interpersonal dynamics that impact business decision-making. Of particular note is her work with entrepreneurs and business-owning families where she is able to effectively link emotional issues to the real world of business.

Presentation overview – Addressing the silent barriers

The current economic climate makes it imperative that every issue and concern about the nature of your sale be addressed. During this session participants will identify some of the 'hot topics' that influence business leaders who are moving towards succession as well as offer ways to understand and learn how to safely address these silent barriers before they become obstacles to achieving long term personal and business goals.

Kiu Ghanavizchian, MBA, CA – Blair Mackay Mynett Valuations Inc.
T 604 697-5297 E kiu@bmmvaluations.com

Kiu is currently a valuator with Blair Mackay Mynett Valuations Inc. and specializes in the valuation of small to medium-sized private companies operating in various industries. He has prepared valuation reports in the context of matrimonial and shareholder disputes, corporate reorganizations, mergers and acquisitions and estate planning.

Presentation overview – Valuation

What is your business worth? Kiu will discuss the basic fundamentals of business valuation. He will cover topics such as going concern value vs. liquidation value, asset-based vs. earnings-based approaches, valuing goodwill and the impact of macroeconomic conditions on the valuation of private businesses.

Deborah Graystone, BSc, TEP, CGA – Principal, Taxation Services, MacKay LLP
T 604 687-4511 E deborahgraystone@van.mackay.ca

Deborah has advised business owners on taxation matters for over 20 years, focusing on tax planning for mergers, acquisitions and business succession. She is a frequent lecturer and author on taxation matters for the Certified General Accountants Association of British Columbia and the University of British Columbia.

Presentation overview – Tax planning for business succession

This presentation will highlight common tax planning aspects and opportunities related to the sale of a business from the vendor's perspective. With proper planning, very favourable tax results can often be achieved for both the vendor and the purchaser.

Don Sihota, BComm, LLB – Partner, Clark Wilson LLP
T 604 643-3123 E dcs@cwilson.com

Don has over 20 years experience in corporate and commercial law, including business succession planning, acquisitions and sales of businesses, negotiation of commercial agreements and involvement with corporate mergers and reorganizations.

Presentation overview – Preventing critical errors when selling your business

Don will address legal issues such as letters of intent, deposit agreements and confidentiality agreements; security for the unpaid purchase price; the importance of representations and warranties, limitation periods and ongoing indemnities; how to minimize your risk in the process of selling your business so that you actually do receive the entire proceeds of sale.

Axel Christiansen, CFA – Managing Director, Subordinate Finance – BC/Yukon, Business Development Bank of Canada (BDC)
T 604 666-7875 E axel.christiansen@bdc.ca

Axel has over 15 years of subordinate finance experience and specific expertise in structuring and financing management buy-outs, leveraged buy-outs and strategic acquisition transactions. He is a Chartered Financial Analyst charter holder.

Presentation overview – How to achieve a successful exit in a challenging economic environment

Axel will explain how taking a proactive approach in the financing of your business's sale will help you achieve a successful exit even in a challenging economic environment. As a seller, being well versed in the financing process will enable you to set a financing structure that will reduce your post-sale risk by reducing or eliminating vendor financing and raise more financing, thus lowering the equity hurdle for potential buyers.

Lilly Kazaz, MBA, CFA – Vice President, RBC Dominion Securities
T 604 257-7683 E lilly.kazaz@rbc.com

Lilly brings more than 17 years of investment industry experience to her role as Financial Planner and Portfolio Manager. She works exclusively for high net worth individuals & families, private foundations, trusts and corporations. In 1997 she was honoured with the Chartered Financial Analyst (CFA) designation.

Presentation overview – Investing your proceeds

With interest rates at historic lows, creating a life long cash flow with your capital is a daunting task. How can you replace the cash flows you enjoyed from your business? How do you redeploy this capital effectively to ensure that your years of effort in building your business will result in a financially comfortable retirement?

Registration form

To confirm your attendance to BDC's Succession Seminar, on Monday, November 16, please send this form to Animita Roy with your payment.

- If you register before November 9, please include a \$140 payment.

- If you register on or after November 9, please include a \$200 payment.

To: Animita Roy

Address: BDC Vancouver
One Bentall Centre
505 Burrard Street, Suite 2100
V7X 1M6

Phone: 604 666-5696

Fax: 604 666-8482

Email: animita.roy@bdc.ca

From: _____

Fax: _____

Tel.: _____

Your registration information

Company: _____

Participant(s) name & title: _____

Address: _____

City: _____

Postal code: _____

Tel.: _____

Email: _____

Comments: _____

Total number of Attendees = ____ X \$200 or \$140 = \$ ____ .00 Cheque Attached*

Visa MasterCard Card #: _____ Expiry Date: _____

Name on Card: _____ Signature: _____

*Please write cheque to the order of BDC