

SUCCESSION SEMINAR: EXIT THIS WAY

Preparing for the successful sale of your business



Valuation • Tax planning • The selling process • Financing 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 is your company worth and what factors drive your valuation?

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

What are the critical steps involved in selling a 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 breakfast
- > **8:00 a.m. - 8:45 a.m.** - Proven strategies to maximize price on the sale of your business
Donald M. Spence, Managing Director, Spence Valuation Group
- > **8:45 a.m. - 9:30 a.m.** - Preventing critical errors when selling your business
Don Sihota, BComm, LLB - Partner, Clark Wilson LLP
- > **9:30 a.m. - 10:15 a.m.** - Critical steps in preparing to sell a business
Jeff Lawson, Partner, BDC Consulting
- > **10:15 a.m. - 10:45 a.m.** - Q & A and Break
- > **10:45 a.m. - 11:30 a.m.** - Financing strategy for maximum value
Axel Christiansen, Managing Director, Subordinate Finance – BC/Yukon, Business Development Bank of Canada
- > **11:30 a.m. - 12:15 p.m.** - Investment Strategy
John Peacock, President, Barrington BC Interior
Mark Rogers, Business Succession Advisor, Barrington Wealth Partners Inc

See reverse for bios and presentation details.

Date:

Tuesday, February 2nd

Location:

Coast Capri Hotel
1171 Harvey Ave
Kelowna, BC
V1Y 6E8

Cost:

\$149 per participant
(Mention this invitation to get a \$50 rebate)

To register, contact:

Leslie O'Brien
T 250 470-4867
E leslie.obrien@bdc.ca

To confirm your registration please send payment along with the attached registration form to the following address:

Business Development Bank of Canada
Kelowna branch
313 Bernard Ave
Kelowna, BC V1Y 6N6
Attention: Leslie O'Brien

Presented by



Donald M. Spence, FCA, FCBV, C.ARB – T 250 448-7450 E dspence@spencevaluation.com
Managing Director, Spence Valuation Group and Tailwind Corporate Finance, Inc

Donald has been involved exclusively in business valuations, mergers and acquisitions, financial litigation support, and related matters since 1985. Mr. Spence has advised shareholders and managers of companies involved in virtually every major industry in Canada. His experience in the valuation and pricing of privately-held businesses has helped hundreds of business owners over the years maximize their after-tax proceeds on the sale of their business.

Presentation overview – Proven strategies to maximize price on the sale of your business

Donald will be sharing a number of important tips that can make or break the deal. He will describe the role of the M&A advisor, how they charge for their services and how to choose an advisor. You will discover how the value of your business can be maximized for sale. Donald will also give you tips on how to market your business to achieve the best price possible.

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

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.

Jeff Lawson – T 250 470-4849 E jeff.lawson@bdc.ca
Partner, BDC Consulting

Jeff has over 20 years of experience as a business owner operator. He is the past President of several agricultural businesses and has been active in economic development and peer coaching and consulting. As an active listener his expertise is to provide solutions to business challenges.

Presentation overview – Critical steps in preparing to sell a business

Jeff will communicate preparation steps to have a successful business sale transaction. What to consider, what to watch for, what to do to make it successful.

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

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 – Financing strategy for maximum value

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.

John Peacock, BA, Economics, RHU – T 250 763-3550 E john@barringtonbci.com
President, Barrington BC Interior

Mark Rogers, CLU, RHU – T 778 478-9655 Ext 202 E mark@mr advisors.ca
Business Succession Advisor, Barrington Wealth Partners Inc

John and Mark each have over twenty years experience in the insurance and financial planning industry. They concentrate on working with family businesses and privately owned companies in the areas of estate and financial planning, and assisting clients in the creation and implementation of effective succession plans.

Presentation overview – Investment strategy

The investment and retirement income decisions that you will need to make should not be left until you have sold your business. These decisions should be an evolution of the strategies you have implemented and followed over the years. John and Mark will explore some of the key planning strategies they have implemented successfully with many of their existing clientel.

Registration form

To confirm your attendance to BDC's Succession Seminar, on Tuesday, February 2nd, please send this form to Leslie O'Brien with your payment.
(Mention this invitation to get a \$50 rebate)

To: Leslie O'Brien
Address: BDC Kelowna
313 Bernard Ave
Kelowna, BC
V1Y 6N6
Phone: 250 470-4867
Email: leslie.obrien@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 \$149 (or \$99) = \$ ____ .00 ☐ Cheque Attached*

☐ Visa ☐ MasterCard Card #: _____ Expiry Date: _____

Name on Card: _____ Signature: _____

*Please write cheque to the order of BDC