



INVITATION



BUSINESS TRANSITION SEMINAR: EXIT THIS WAY

Preparing for a successful sale of your business

This seminar is designed for owners of successful private BC based businesses with revenues in the \$2M to \$50M range who are contemplating the sale of their business. By attending this seminar, you will learn what you can do before, during and after the sale to maximize your proceeds, reduce your risk and emotionally prepare for transition.

- > What are the critical steps involved in selling a business?
- > How is the value of your business determined?
- > What steps can you take to minimize taxes before, during and after the transaction?
- > What legal measures should you be taking to protect your interests?
- > How can you use financing strategy to reduce your risk and maximize your proceeds?
- > How can you prepare for the emotional aspects of transitioning your business?

AGENDA

7:30 AM – 8:00 AM	Registration and continental breakfast
8:00 AM – 8:45 AM	The selling process and understanding value <i>Mark Grey-Dreaper, CA•CBV, CMAP – President, Chartered Business Valuator, XPS Group</i>
8:45 AM – 9:30 AM	Tax efficient exit strategies for the business owner <i>Shelagh Rinald, CA, CFP, TEP – President, Rinald Tax Advisory Inc.</i>
9:30 AM – 9:45 AM	Q & A and Break
9:45 AM – 10:30 AM	Preventing critical errors when selling a business <i>Don Sihota, BComm, LLB – Partner, Clark Wilson LLP</i>
10:30 AM – 11:15 AM	Financing for maximum value <i>Axel Christiansen, CFA – Managing Director, BDC Subordinate Financing</i>
11:15 AM – 11:30 AM	Q & A and Break
11:30 AM – 12:15 PM	Mind over matter: Understanding the undercurrents of walking this way <i>Niki Kux-Kardos, BComm, CEC – Family Business Coach, Nexus Facilitation & Coaching</i>
12:15 PM – 12:30 PM	Q & A

See reverse for bios and presentation details.

IN PARTNERSHIP WITH



DATE

Thursday, May 31, 2012

LOCATION

Delta Victoria Ocean Pointe Resort and Spa
45 Songhees Road
Victoria, BC

COST

\$75 per participant
Early bird discount: register on or before **Thursday, May 24, 2012** and pay only \$49.

**Includes a FREE 1 hour consultation with any of the presenters (to be scheduled after session)*

TO REGISTER

John Karayel
T 250 363-8014
E john.karayel@bdc.ca

To confirm your registration, please phone us with your registration information or send payment along with the attached form to the following address:

Business Development Bank of Canada
Victoria Business Centre
990 Fort Street
Victoria BC
V8V 3K2
Attention: John Karayel

Mark Grey-Dreaper, CA•CBV, CMAP
President, Chartered Business Valuator, XPS Group

T 250 383-4135 E mark@xpsgroup.net

Mark is a Chartered Accountant, Business Valuator, and M&A Practitioner with over 15 years of public practice experience. He is the principal of XPS Group, which specializes in business valuations, and assisting business owners and entrepreneurs with the purchase and sale of private business interests. Mark's experiences in this area include preparing future oriented financial information, writing business cases and confidential information memoranda, successfully negotiating transactions, and performing financial due diligence on target companies.

Presentation overview – The selling process and understanding value

Mark will address the key considerations in preparing to sell your business including transaction timing, alternatives, process, and advance preparation. He will describe the various buyer types, their respective motivations, and likelihood of completing a deal. He will also discuss the determinants of value from a buyer's perspective, the factors that can lead to a higher price, and considering the overall value of the deal.

Shelagh Rinald, CA, CFP, TEP

President, Rinald Tax Advisory Inc.
T 250 361-1300 E shelagh@rcatax.com

Shelagh Rinald is president of Rinald Tax Advisory Inc. which she launched in 2008 following her professional work experience initially with KPMG and then with Grant Thornton where she was a tax partner and leader of the National Succession and Estate Planning team. She holds the qualifications of Chartered Accountant, Certified Financial Planner, and Trust & Estate Practitioner and is a certified CAFE Family Council Facilitator. Shelagh's in-depth knowledge in the areas of corporate reorganization, estate and trust and cross border tax planning can help ensure that her client's business and financial planning objectives are met in the most tax efficient manner. Shelagh has co-authored papers for the Canadian Tax Foundation and is a frequent speaker in the area of estate planning for family businesses.

Presentation overview – Tax efficient exit strategies for the business owner

Shelagh will focus on the various tax and corporate structuring considerations that come into play in designing a flexible yet tax efficient exit strategy that will achieve the retirement and wealth transition objectives of a business owner.

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 W www.bdc.ca

As Managing Director, Axel oversees a team of experienced finance professionals who are responsible for sourcing and structuring subordinate financings in the BC/Yukon region. He 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 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. As a seller, being well versed in the financing process will enable you to drive a financing structure that will reduce your post-sale risk by reducing or eliminating vendor financing. A better understanding of conventional and alternative financing instruments will also allow you to lower the amount of equity potential buyers need to put at risk – thereby increasing the number of potential qualified buyers which can often yield a higher price.

Niki Kux-Kardos, BComm, CEC

Family Business Coach, Nexus Facilitation & Coaching
T 250 891-4330 E niki@nexusfacilitation.com

Being raised in a family business, Niki now specializes in cultivating strong families and sustainable businesses, especially in times of transition. As a certified executive coach, qualified mediator, trained business meeting facilitator, and President of the Canadian Association of Family Enterprise (CAFE) Vancouver Island, Niki recognizes the emotional undercurrents of exiting a business, including the major life changes (and often conflict) that come with it. As chief confidante for her own father as he prepares his exit, Niki brings the essential human element of business transition to the forefront.

Presentation overview – Mind over matter: Understanding the undercurrents of walking this way

Exiting isn't just about leaving your business - it's also about redefining yourself and your role in the big picture. Failing to contemplate and understand the underlying meaning and impact of this process is a common pitfall to successful transition. Niki will talk about how to manage the emotional value attached to your business, ways to transfer psychological ownership to a new focus, and practical tips on truly preparing yourself and your family for a smooth transition of your business and what it represents.



REGISTRATION FORM

BUSINESS TRANSITION SEMINAR:

To confirm your attendance at BDC's Exit this way seminar, please phone us with your registration information or send in this form.

EXIT THIS WAY

- > If you register on or before May 24, please include a \$49 payment.
- > If you register after May 24, please include a \$75 payment.

Registration information

Participant(s) name & title:

Company name:

Address:

City:

Postal code:

Tel.:

Email:

Comments:

Please return this form and payment to:

John Karayel
 Victoria Business Centre
 990 Fort Street
 Victoria, BC
 V8V 3K2

 T 250 363-8014
 john.karayel@bdc.ca

Registration fees

Total number of Attendees = _____ X \$75 or \$49 = \$ _____ Cheque Attached*

Visa Master Card Card #: _____ Expiry Date: _____

Name on Card: _____ Signature: _____

**Please write cheque to the order of BDC
 No refunds for cancellations within 7 days of seminar date.*