

## Business Transitions Forum with Additional Entrepreneur Workshop

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### Business Transitions Forum

**Date:** Wednesday, October 16, 2024

**Time:** 7:15 a.m. - 5:00 p.m.

**Location:** Delta Hotel



#### Event Description

The Business Transitions Forum (BTF) is a conference for business owners about growth and transition. Optimizing the value of your business, learning how to scale-up, understanding the range of choices for how, or who to transition to, and then preparing for it, are just some of the fundamental elements that should be part of your business planning today.

Since 2015, BTF has helped 1000's of serial entrepreneurs and leading M&A practitioners successfully plan their business growth and M&A strategies at conferences in Vancouver, Calgary, Toronto, Halifax, and Winnipeg.

You'll learn how to:

- Increase market share and shareholder value
- Identify ways to grow and/or scale your business
- Learn about being acquired or acquiring businesses
- Learn how M&A can offer your business a path to growth
- Learn how M&A can create opportunity for personal wealth creation through an eventual transition

TDS lawyer, **Leilani Kagan, K.C.**, will be presenting in one of the breakout sessions at 10:45 a.m. - 11:45 a.m. on the topic: Understanding your Liquidity Options.

### Entrepreneur Workshop: How to Maximize The Selling Price of Your Business and Protect Yourself In The Process

**Date:** Thursday, October 17, 2024

**Time:** 8:00 a.m. - 12:00 p.m.

**Location:** Delta Hotel

## Event Description

A not-to-be-missed educational workshop for business owners who are serious about maximizing the proceeds of an eventual sale. TDS lawyers, **Leilani Kagan, K.C.** and **Silvia de Sousa** will be co-presenting with True North Mergers & Acquisitions.

In this two-part, half-day workshop we'll take a deep dive into operational and financial engineering that can take years to execute – guaranteed to increase the value of your business and improve the probability of finding buyers when the time is right. We'll show you which areas of your business buyers value most (and why), and explain how to manage personal and corporate risk.

If you are interested in registering, here is a custom 25% off discount code: **TDS25**. The early bird deadline is Thursday, September 19.

[Click here to register and learn more about the program](#)

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