



## **Buying or Selling a Business?**

**Learn what it takes to lay the groundwork**

Grand Falls-Windsor, October 24 | Gander, October 25

As a business owner - or someone who wants to own a business - there's a lot to consider when ownership changes hands. Buyers and sellers often have different agendas but there is always common ground. Both parties want to reduce their risk and get the best possible value.

In this complimentary seminar you'll hear from the professionals who can help you make the right decision - whether you're embracing a new business or divesting some or all of what you own. This session is geared toward giving you the knowledge you need before you make that all-important decision and the logical steps involved.

Our presenters will break down some of the essential steps along the way, including:

- Fundamental valuation/pricing considerations
- Due diligence considerations
- Key financing considerations

- Typical deal process beyond the financial issues
- Legal process and considerations
- Smart tax strategies

## Agenda

11:45 am          Registration  
12:00 pm          Light lunch  
12:30-2:30 pm   Seminar

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**Grand Falls-Windsor**  
**Wednesday, October 24, 2018**  
Mount Peyton Hotel

### Presenters

#### Grant Thornton

Kevin Fraser, Partner, Advisory  
Kerri Riddle, Senior Manager, Advisory  
Adam Denny, Senior Manager, Tax

#### BDC

Jason Little, Senior Account Manager  
Kristopher Spurrell, Senior Account Manager

#### Blackmore Law Office

Margaret Blackmore

[Click here to register for the Grand Falls-Windsor seminar by Tuesday, October 23.](#)

**Gander**  
**Thursday, October 25, 2018**  
Quality Hotel Gander

### Presenters

#### Grant Thornton

Kevin Fraser, Partner, Advisory  
Kerri Riddle, Senior Manager, Advisory  
Adam Denny, Senior Manager, Tax

#### BDC

Jason Little, Senior Account Manager  
Vanessa Power, Senior Account Manager

#### Easton Hillier Lawrence Innes

[Click here to register for the Gander seminar by Wednesday, October 24.](#)

For inquiries about this complimentary seminar, please contact:  
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