In order to complete an acquisition in today’s M&A market, you need a clear understanding of how to structure and negotiate a deal that meets your client’s business goals. Working with OsgoodePD’s faculty of M&A experts, you will learn how to successfully execute the deal on time and manage risks.

This two-day, intensive OsgoodePD boot camp is designed to teach lawyers how to run a M&A transaction from its inception through to closing. Built around a hypothetical corporate acquisition, the program features high level instruction, demonstrations, negotiation strategies and lively discussion with leading practitioners.

Whether you’re a junior transactional lawyer or practice in another area, you’ll come away from this program with a thorough understanding of the key principles and techniques you need to know to confidently anticipate and deal with the issues that may arise in a negotiated transaction.

You’ll gain important insights and key strategies required for M&A success, including:

- Gathering the information you need and keeping clients informed
- Understanding the ethical and professional issues that may arise in negotiating the deal
- Mitigating risks through appropriate due diligence
- Choosing the right structure for the transaction
- The impact of asset versus share transactions on labour,
employment, pension and benefits issues
Negotiating representations, warranties, covenants and conditions and indemnities
Investment Canada/competition/antitrust issues in M&A transactions
Managing risk in international transactions
Managing corporate governance issues in M&A transactions
Trends and highlights from recent deals
Identifying and mitigating environmental risks
Handling closing issues and post-closing logistics and disputes

Faculty

Course Leader
Aaron S. Emes, Partner, Torys LLP

Faculty
Michael D. Amm, Torys LLP
Jason (Jake) Bullen, Cassels Brock & Blackwell LLP

Agenda

Day One: 8th Annual M&A Skills Boot Camp
March 31, 2015

Day Two: 8th Annual M&A Skills Boot Camp
April 1, 2015

8:30 am Recap and Introduction from Course Leader
8:35 am Negotiating the Fundamentals
10:30 am Refreshment Break
10:45 am Labour, Employment, Pensions and Benefits Issues in the M&A Process
12:00 pm Networking Luncheon
1:00 pm Corporate Governance Matters and Regulatory Update
2:00 pm  | What’s Market? Highlights from Recent Deals and Studies

3:00 pm  | Refreshment Break

3:15 pm  | Assessing IT and Intellectual Property Ownership
Richard Corley, Goodmans LLP

  - Key issues in IT and IP due diligence
  - Establishing and implementing a due diligence plan
  - Avoiding common IT/IP pitfalls
  - Assessing IP ownership and exposure
  - Open source and other software licences
  - Emerging issues and trends

4:00 pm  | Identifying and Mitigating Environmental Risks

4:45 pm  | Closing and Post-Closing Logistics: Best Practices

5:30 pm  | Program Concludes

Fees

Fees include attendance, program materials, continental breakfast, lunch and break refreshments. Group discounts are available. Please inquire about financial assistance.

Group Discounts for CPD Programs

OsgoodePD offers group rates for both on site and webcast formats. Please note these are only available when paying for members of the same organization, at the same time, and payment is made with one invoice.

Program Changes

We will make every effort to present the program as advertised, but it may be necessary to change the date, location, speakers or content with little or no notice. In the event of program cancellation, York University and Osgoode Hall Law School’s liability is limited to reimbursement of paid fees.

Cancellations and Substitutions

Substitution of registrants is permitted at any time. If you are unable to find a substitute a full refund (less $75 administration fee) is available if
a cancellation request is received in writing 5 days prior to the program date. No other refund is available.

Program Lawyer

If you have any questions or would like more information please contact:
Umair Abdul Qadir
uabdulqadir@osgoode.yorku.ca

Program Details

Date & Time
March 31- April 1, 2015
8:00 a.m. - 5:30 p.m.

Location
Osgoode Professional Development Centre,
1 Dundas St. W., 26th Floor Toronto, ON

Fee per Delegate
$1695 plus HST

Eligible CPD Credit Hours

Who Should Attend

Lawyers practising in:
- M&A
- Corporate Finance
- Securities

Executives involved in M&A negotiations and transactions
In-house counsel
Government and regulatory representatives