



Business Succession Seminar

Selling Your Business and Beyond

A Seminar Exclusively for Business Owners

On March 1st, Osprey Capital Partners Inc. hosted a group of business owners at our Business Succession Seminar in Toronto. The half-day session provided insights into the planning process for a business owner's succession and sale of their company, including tax planning, the sale process and post-sale investing strategies.

Alan Crossley, Partner at Osprey Capital, delivered a presentation on the state of the current M&A markets and the actual business sale process, discussing what is involved, what to expect and how to realize the best value (price and terms) for you and your business.

Guest speakers were Allen Church, CPA, CA, Managing Director of AC Family Wealth Strategies and Tom Zaks, Vice President with RBC Wealth Management and author of the book, *The Business Owner's Guide to Tax and Succession Planning*. Allen Church spoke about the pre-sale tax planning opportunities, limitations as well as recent and expected changes to The Income Tax Act. He detailed how these may impact business owners going forward, topics included such things as corporate structures, family trusts and other activities with the goal of minimizing the taxation impact on your transaction. While Tom Zaks covered investment strategies and vehicles for business owners to optimally invest the proceeds realized from the sale of their business to ensure preservation of capital, a predictable income stream and tactics to minimize taxation of these.

We would like to thank those who attended the seminar and trust they found it to be of value. If you missed this session and are interested in attending one, Osprey Capital will be hosting another seminar in May. Please contact Alan Crossley for details.



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About Osprey Capital Partners Inc.

Since 1998 Osprey Capital has become one of Canada's leading independent mid-market investment banking and financial advisory firms. Our Partners have broad experience assisting owners, managers and companies to finance, buy and sell businesses. For more information, visit Osprey's website at www.ospreycapital.ca.