

FAMILY BUSINESS OR NOT – UNDERSTANDING YOUR POST TRANSITION PLAN

MODERATOR

Matt Hall, Managing Director, Market Square Equity Partners

PANEL

DYNAMIC LEGACY Inc. 

Earl Brosseau, President and Co-Founder,
D.M. Robichaud Associates Ltd.

James Kraft, Vice President and Head of Business Advisory and Succession
Planning, BMO Wealth Management

Aileen Miziolek, Business and Family Wealth Specialist, Scotia Wealth Management

Adam Peaker, Partner, Holcan Investments

- **When is the right time to start thinking about your post transition plan and what does it look like?**
- **What impact will the transaction have on your family, your emotions and on your lifestyle?**



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MAY 16, 2017
TORONTO, ON

Intro & Bios





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Case Study

Case Study

Sale of Business:	DM Robichaud Associates Ltd.	
Year of Process & Sale:	2014-2015	
Ownership:	Split 50/50 between two owners	
Broker Representation:	yes	
Tax Planning:	yes	
Bidders on the Company:	10 – 15 strategic and financial buyers	
New Owner:	Private Equity firm (<i>Market Square Equity Partners</i>)	
Management Changes Post-Sale:	New CEO, New Board, now part of a larger platform of businesses	
Earl's role Post-Sale:	Great Success!	
Company Performance Post-Sale:	Great Success!	



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Questions