

EVENT

Business Takeovers: Driving growth for Québec companies



November 16, 2026
1:30 p.m. - 5:00 p.m. ET



Borden Ladner Gervais LLP - Mezzanine
1000 De La Gauchetière Street West
Montréal, QC
H3B 5H4



[See on Google Maps](#)

Business takeovers are redefining the province's economic future. Increasingly popular, they are confronting company leaders preparing for ownership changes with a strategic question: how can they secure their organization's continuity while preserving its value and seizing new growth opportunities?

The success of every transaction—whether an acquisition, a family transfer, a management buyout, or the addition of new investors—depends on a slew of legal, tax, financial, and human resources issues.

Join us on November 16 for our Business Takeover Forum, where entrepreneurs, investors, executives, and advisors will discuss the trends, challenges, and opportunities shaping the Québec market.

Please respond by November 9, 2026.

Topics covered

- **Corporate Taxation and Transfers:** Tax considerations can significantly impact the structure and success of a business takeover. This discussion will focus on the methods facilitating business transfers and the strategies optimizing the transfer of value.
- **Shareholder Agreements: Preparing an Acquisition:** Shareholder agreements play a central role in succession planning. Our specialists will examine the provisions and mechanisms that facilitate the transfer of ownership, provide a framework for succession financing and promote effective governance.
- **Valuing a Business:** Determining the fair value of a business is an essential step in any transfer. This panel will present key valuation methods, factors influencing value, and challenges specific to private companies.
- **Entrepreneurial Acquisition Financing:** Access to capital remains one of the main challenges in this context. Our speakers will discuss available options—from seller financing to hybrid solutions—as well as best practices for structuring a viable and successful transaction.

Agenda

- 1:30 p.m. – Guest arrival
- 1:45 p.m. – Welcome remarks
- 1:50 p.m. – Business takeover – New tax strategies and the keys to a successful transaction
Speakers: [Kevin Bianchini](#), [Francis Lussier](#), and [Noah Weinstein](#), BLG partners
Description: A business transfer raises taxation, transactional and strategic issues. This joint presentation will present new avenues to explore to ensure a successful business takeover, including employee ownership trusts and intergenerational transfers, as well as key points to consider during the preparation, structuring and execution stages.
- 2:40 p.m. – Accuracy presentation
Speakers: [David Pelletier](#), principal, [Noémie Ouellet-Gendron](#), vice-president, and [Henri Philippe](#), partner
- 3:20 p.m. – Break
- 3:35 p.m. – BMO presentation

- 4:15 p.m. – Fonds de solidarité FTQ
- 4:55 p.m. – Closing remarks

CPD information

QC | Please note, the concept of "recognition" or "accreditation" has been abolished. By doing this, the Barreau is trying to make it easier for lawyers to claim mandatory CLE credits without a formal accreditation process. It is now up to individual lawyers to determine the eligibility of a training activity and to declare the hours in their "Dossier de formation en ligne".