

# LEGAL BRIEFS

## A Summit on the law

The theme of the fourth annual Business Law Summit will be 'Show Me the Money.' Attendees of this year's Summit will walk away with a better understanding of the changing lending environment. And attendees from Brampton and Mississauga will learn very practical advice on how to get financial institutions to lend them money. As well, people will learn how to tap alternate sources of financing for their businesses.

This year's summit will be held on Wednesday, September 30, 2009 from 7:30 a.m. to 10:00 a.m., at the Mississauga Living Arts Centre. This is the only business law summit in the GTA.

Commensurate with the recession, the organizers are waiving the usual \$75 attendance fee. This year's Business Law Summit is free, but advance registration is still required; continental breakfast is included.

"Our clients — independent businesses — are telling us that their single biggest challenge, right now and coming out of the recession, is access to capital," says Murray Gottheil, a partner and senior member of the Business Law Practice and Family Business Law Group, Pallett Valo LLP.

"The rules of the game for dealing with banks and other sources of financing have changed. And to make things even tougher for businesses in the Peel Region, access to alternative sources of capital has also shrunk," says Pallett Valo managing partner Anna Esposito.

"The main focus of this year's Business Law Summit will be very practical: how to get people to give you money," says Mr. Gottheil.

"Attendees will learn that it's really important to structure financing deals properly from a legal standpoint. This is doubly true of alternative financing deals. It is this legal perspective that Pallett Valo, Mississauga's largest business law firm, will bring to the event," says Mr. Gottheil.

The format for this year's Business Law

Summit will be a panel discussion comprised of seven experts from organizations who can give practical advice to businesses including:

Larry Klar, managing partner, The Succession Fund, private equity firm Argosy Partners;

Dan Leslie, district vice-president, TD Commercial Banking;

Ted Mallett, vice-president, Canadian Federation of Independent Business (CFIB);

Rick Sabourin, president, RPG Receivables Purchase Group Inc.;

Ian MacFadden, vice-president and area manager, Business Development Bank of Canada (BDC);

Russell Garrard, senior manager, Burlington/Mississauga Commercial Banking, National Bank of Canada; and

Deborah Cullen, director, Business Development, Asset Based Lending, Bank of Montreal.

The panel will be moderated by Gottheil. "This will be a very interactive forum. We want business people to bring their very specific financing questions to the Business Law Summit. We will answer their questions, to the best of our abilities," says Mr. Gottheil.

"The 2009 Business Law Summit promises to be time well spent," adds Ms. Esposito. The 2007 and 2008 Business Law Summits respectively were attended by about 100 business people from across the Region of Peel.

Space is limited, so register early. For more information, or to register for the 2009 Business Law Summit, click on: [www.businesslawsummit.com](http://www.businesslawsummit.com)



Anna Esposito



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## Show Me the Money

The New Rules of the Game for Financing Your Business

### Business Law Summit ATTEND THE 4<sup>th</sup> ANNUAL BUSINESS LAW SUMMIT

The single biggest issue for independent business right now, and as we emerge from the recession, is access to capital.

Join a group of experts in traditional commercial banking, alternative financing options, SME operations and business law for an enlightening round table discussion on how businesses can gain access to the funding they need.

Wednesday, September 30, 2009  
7:30 am – 10:00 am  
Living Arts Centre - 4141 Living Arts Dr., Mississauga, ON

Register online now! Space is limited!

[www.businesslawsummit.com](http://www.businesslawsummit.com)

This FREE event includes breakfast and parking

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