



## ABFI FAMILY LEADERSHIP SERIES

# IS INTERNATIONAL IN THE FAMILY FUTURE? THE GENERATIONAL CHALLENGE

**FREE REGISTRATION**

**Date: November 30, 2021 Time: 11:30AM-1:00PM MST Cost: FREE Online Workshop**

We stare into an opaque future where the rules of play have been significantly altered, a New Normal. It is a time when many Family Businesses are re-evaluating their business models and how to continue growing for the next generations of family members. Many are being challenged to their very core. In any time of upheaval, there are both challenges as well as opportunities. This presentation will focus on potential opportunities for Family Businesses to consider in the international arena working collaboratively with like minded Japanese SME (“small and medium sized enterprises”). It is also important to remember that Canada is not an island - challenges arising from international trends can come knocking on our domestic door. It is the premise of this presentation that the complexity of international trends and new technologies is the opportunity for the Family Business to create a Generational Challenge - a challenge for the next generations who grew up with these international trends and new technologies to chart their own path as the family entrepreneurs into the future.

### Summary of Representative Work

- While in Japan at both Tohmatsu and Nagashima & Ohno, I regularly coordinated foreign counsel to obtain opinions on foreign law and work with the client to formulate a coherent strategy in light of the various conflicting requirements in law. For example, in certain double dip types of transactions, it was necessary to create a strategy which satisfied the requirements of different legal systems so that the transaction would be viewed as an ownership of the asset by one jurisdiction and a lease by the other jurisdiction. In another example, we structured an investment from Japan through the Netherlands Antilles and the Netherlands into a UK public company, taking into account Japanese, US, Netherlands and UK tax laws
- Joint venture deal between Club Med and Seibu Saison for the opening of a Club Med style ski resort in Japan. I worked closely with the Club Med Director of Asian Operations
- Transfer of technology and joint venture between our client NTT (Japan’s telecommunication company) and ITT World Services. I assisted in the strategy sessions of NTT, drafting of initial contract and tax planning
- Transfer of satellite technology between US company (former NASA scientists) and our client, a Japanese quasi-governmental organization. I participated in the negotiation and structuring of the deal between the parties
- I was in charge of file management to coordinate the delivery of legal services in the areas of securities, land development, trademark, corporate and commercial law for a 36 hole golf resort locat-ed in B.C. developed by a Japanese group

**Presented by: K. Gregory Senda  
Professional Corporation,  
Independent legal practice**



- Canadian genome centre for the Prairie Provinces and the successor genome centre for the Province of Alberta – negotiated agreements in excess of \$100M involving multiple parties located in multiple countries and advised on corporate governance issues
- Multi-million dollar cross border dispute involving issues with a Canadian crown agency, successful in obtaining forum non-conveniens order of Canadian court declaring jurisdiction over the litigation
- Buying and selling hotel properties across Canada and advising national hotel chain on hospitality related issues
- Legal counsel to First Nations, tribal entities and corporate bodies – strategy, structuring, standards certification and international transactions
- Special counsel for various First Nations and tribal entities elections appeal boards for challenge to elections
- Special counsel for First Nations removal appeal board for removal of Chief
- Charter of Rights - The Hutterian Brethren picture on driver license case - Constitutional challenge based on freedom of religion and equality taken to the Supreme Court of Canada
- Family continuity and intergenerational wealth transfer

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