



Jared B. Schwartz

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Biography

Jared is a business lawyer focusing on buying and selling businesses. A partner in the firm's business law group, he provides practical solutions to businesses and their owners. Jared represents business and their owners in all aspects of their business needs ranging from the incorporation of the business, contract preparation and negotiations, land acquisition or leasing, financing businesses as they grow and ultimately assisting with the sale of the business.

Jared has a particular focus on working with and advising professionals including setting up professional corporations for dentists, pharmacists, doctors, veterinarians and real estate agents as well as the purchase and sale of regulated businesses.

Active in legal education, Jared has been a regular lecturer at Dalhousie University's Dental school, the Faculty of Management and in the Masters in Health Administration programs in areas of business law, contracts and health law.

Jared also regularly acts for lenders or borrowers on secured financing transactions and has extensive experience in secured lending both domestically and internationally. He is primary Nova Scotia counsel to a national group of private mortgage lenders and approved counsel for a number of lending organizations.

Experience

- Incorporation and structuring of businesses
- Purchase and sale of businesses/Mergers and Acquisitions/Asset and Share transactions
- Medical, Dental and Veterinary regulation and professional issues
- Shareholders' Agreements
- Commercial leasing
- Purchase and sale of real estate
- Franchise agreements, setting up and working with franchises
- Secured lending, domestic and international borrowing and lending, syndicated loans

Areas of Law

Banking and Financial Services
Bankruptcy and Insolvency
Commercial Real Estate
Corporate Finance and Securities
Corporate and Commercial Estate Planning, Wills and Trusts

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- Intellectual property protection
- Corporate Governance
- Complex contract negotiation

Recognition

- *Best Lawyers in Canada*: recognized for Corporate Law and Real Estate Law
- Award of Merit, Nova Scotia Council for the Family, 2012

Associations and Memberships

- Nova Scotia Barristers' Society
- Canadian Bar Association
- Canadian Corporate Counsel

Community Involvement

- Canadian Bar Association Member at Large

Publications and Speaking Engagements

- Part-time Faculty - Dalhousie University
- "Sales Tax - How Much Should I Charge?", *The Patterson Pulse*, Spring 2012
- "Benefits of Incorporating - Real Estate", February, 2012
- "Why an ounce of risk prevention may mean big cost losses", *Lawyers' Weekly*, December 24, 2010
- Presenter at Canadian Institute Real Estate Conference, January 2010
- "Liens Against Federal Crown Property may be Unenforceable", *Lawyers' Weekly*, December 25, 2009
- Presenter, *Legal Issues for Small businesses*, April 2009
- "Update on Companies Law - the 2008 Amendments to the Companies Act (Nova Scotia)", March 2008
- Presenter, "Legal Structures and Business Issues", Centre for Entrepreneurship Education and Development, October 2007 and February 2008
- Presenter/Author, "Enforceability of Non-Competition Agreements", Winter 2006
- "Personal Property Security Registrations for Serial Numbered Goods", Winter 2006

Education and Bar Admissions

- Bar Admission: Nova Scotia, 2005
- MBA/LL.B. (Dalhousie University, 2004)
- B.Sc.(Psychology)-(Dalhousie University, 2000)