



Session Overview

Canada's Succession Summit 2026

October 17, 2026 · The Brownstone · 221 10 Ave SE #120, Calgary, AB T2G 0V9

8:00 - 9:00 AM

Arrival & Check-in

Check-in and morning coffee.

9:00 - 9:15 AM

Landing & Opening Remarks

Start the day with a national view of Entrepreneurship Through Acquisition in Canada and the policy questions that make this moment so important.

9:15 - 10:00 AM

Why Now: The Succession Moment in Canada

Canada is entering the largest transfer of business ownership in its history — a wave of retiring owners with too few prepared buyers to catch it. This opening conversation frames the stakes: why succession is the economic story of this moment, what's at risk if the handover goes badly, and why the people in this room are the ones positioned to shape it.

10:15 - 11:15 AM

Keeping it Canadian: Impact, Ownership, and the Deals That Stay Home

When a Canadian business sells, the value it created can either stay in the community or leave the country. This session goes inside the tax structures and policy wins that keep ownership local, from the employee ownership trust breakthrough to the financing models that let mission-driven capital acquire and steward Canadian businesses.

11:30 - 12:30 PM

The Seller Perspective in Business Transition

This panel explores what supports business owners currently have as they prepare to exit, where the biggest gaps remain, and how trust, timing, legacy, and advisory support shape transaction outcomes — and what it takes to make ownership transitions more workable and attractive for sellers across Canada.



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12:30 - 2:00 PM

Networking Lunch

Time to connect with fellow participants from across the ETA ecosystem — policymakers, funders, operators, advisors, educators, and ecosystem builders. An informal block that creates space for conversations that can spark collaboration long after the conference ends.

2:00 - 3:00 PM

Funding the Deal: Where Canadian Acquisition Capital Comes From

This panel examines where financing gaps are emerging in the Canadian ecosystem and why viable deals stall. From lender appetite and capital structures to the deal terms that determine whether financing actually comes together, panelists bring both the capital side and the transaction side of the table.

3:15 - 4:15 PM

Building ETA Readiness: Skills, Training, and Ecosystem Capacity

Canada needs stronger pathways to prepare buyers, sellers, and intermediaries with the knowledge, skills, and confidence required to navigate ETA successfully. This session explores what readiness looks like in practice, where gaps exist, and how educators, nonprofits, advisors, and ecosystem partners can help build the human capital needed.

4:15 - 4:45 PM

Closing Remarks

A synthesis of the major insights, themes, and policy directions that emerged across the day.