

# SYMPOSIUM 2020

VANCOUVER **MAY 25-27**

# PRESENTER



## Paul Attia, LL.B., FEA

| Workshop  
"Learning to Run the China Shop with the Bull Still in it!"

### | About Paul

Paul is a trial lawyer, keynote speaker, family business advisor, and an executive in his own family's enterprise. Working as a litigator for nearly 15 years has provided Paul ringside seats to the results of poor decision making. In the courtroom, Paul saw the litigation process often like a person at the bottom of a cliff, catching those who have already jumped. However, as an advisor to family businesses and enterprises, Paul works with each member of the family enterprise system, to help them identify, grasp, and distill the issues at play, and works with them to guide them to their desired outcomes, in both the family, and in the business.

Paul understands this nuance well. After practicing law as a Bay Street Litigator in Toronto and then a Criminal Prosecutor in Ottawa, Paul left law in order to run his own family's business, when it needed his assistance. The landing was not a soft one. Paul moved from Ottawa back to Toronto in order to take over the stone quarry business founded by his immigrant father, and things got much worse before they got better. Through a deliberate and dedicated process, however, over the next few years, Paul and his family would work to grow the business' revenue, efficiency, and more importantly, plans for a successful succession.

Paul's experience both professionally and personally, places him at the critical nexus of overlapping spheres: the professional pedigree to identify and understand family enterprise issues and the personal experience to skillfully and sensitively help family members navigate them. His experience both in law and in family business enables him to understand the critical importance of fair dealings at both the negotiation table and the Thanksgiving table.

Paul has worked as an advisor to the family businesses and enterprises from across Canada and the U.S., as they manage and make their decisions, going forward.

As a keynote speaker, Paul has addressed audiences in Toronto, Vancouver, Montreal, Chicago and other North American cities, on a variety of topics including Decision Making, Managing Family Dynamics within a Business and Preparing the next Generation. Paul draws on empirical research, stories of real families, and his own experience, and presents in a captivating, humorous and empathic way that is grounded in reality and provides both principles and practical tools to the families he speaks to.

Prior to his career in law and business, Paul was a NCAA Division 1 varsity athlete, in university and graduated cum laude, with a degree in Psychology and a minor in Business. He was a two-sport varsity athlete while in Law School and was awarded the Edna Yuet-Lui Chan Memorial Award, given to the student who has best displayed ingenuity, humour, enthusiasm and camaraderie.

Paul resides just outside of King City, Ontario, with his wife and five children.