SHARE PURCHASE PROCEDURE

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INTRODUCTION Purpose and currency of checklist. This checklist is designed to be used with the CLIENT IDENTIFICATION AND VERIFICATION PROCEDURE (A-1) and SHARE PURCHASE AGREEMENT DRAFTING (B-4) checklists. It is primarily intended for use by the purchaser's lawyer, but may serve as a guide for the vendor's lawyer. The checklist is also primarily intended for use in the acquisition of shares in a British Columbia company that is not a reporting company. This checklist is current to September 1, 2018.					
 New developments: New property transfer tax disclosure requirements. Effective September 17, 2018, certain types of trusts and corporations that acquire property must identify all individuals with a significant interest in the corporation or trust on the property transfer tax return. For each individual identified, you must include their name, date of birth, citizenship information, contact details, and tax identifiers. The Property Transfer Tax Return (V31) is available online from the Land Title and Survey Authority of British Columbia (LTSA) website. For more information, see www2.gov.bc.ca/gov/content/taxes/property-taxes/ property-transfer-tax/file/legal-professionals#trustees-corporate-interest-holders. 					
• Additional property transfer tax on residential property transfers to for- eign entities. Effective February 21, 2018, the Property Transfer Tax Regulation, B.C. Reg. 74/88, was amended to increase the additional property transfer tax on residential properties to "foreign entities" (see the <i>Property</i> <i>Transfer Tax Act</i> , R.S.B.C. 1996, ss. 2.01 to 2.04) from 15% to 20%. Further, the scope of the additional property transfer tax has been expanded to include properties located in the Greater Vancouver Regional District (the "GVRD"), Capital Regional District, Regional District of Central Okanagan, and Regional District of Nanaimo. Effective August 2, 2016, the <i>Property Transfer Tax Act</i> was amended to impose an additional tax of 15% on transfers of residential property in the Greater Vancouver Regional District (the "GVRD") to "foreign entities" (see ss. 2.01 to 2.04). The additional tax applies on all applicable transfers registered with the Land Title Office on or after February 21, 2018, regardless of when the contract of purchase and sale was made effective. An Additional Property Transfer Tax Return (FIN 532) must be filed at the time the transfer is registered. Further information, including the municipalities included in the GVRD, can be found at www2.gov.bc.ca/gov/content/taxes/ property-taxes/property-transfer-tax/additional-property-transfer-tax.					
• Franchises Act. The British Columbia <i>Franchises Act</i> , S.B.C. 2015, c. 35 came into force on February 1, 2017 (B.C. Reg. 238/2016). This complex new legislation introduces fundamental changes to franchise law in British Columbia, including extensive disclosure requirements, enhanced rescission remedies, and new deadlines and limitations. If you provide any advice or services in the area of franchise law, the Law Society recommends taking a legal education course on the new law.					
 Law Society Rules Juricert password. When using the electronic filing system of the Land Title Office, a lawyer must not disclose the lawyer's password or permit any other person, including an employee, to use the password or affix the lawyer's e-signature (Law Society Rule 3-96.1). 					

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• Temporary articled student restrictions. Temporary articled students are restricted from making certain appearances in Supreme Court, but not Provincial Court (Law Society Rule 2-71(2)).					
• Electronic transfer of trust funds. The Rules were amended in December 2017, effective July 1, 2018, to allow lawyers to electronically transfer trust funds using an online banking platform (Law Society Rules 3-64(4) and (6) to (8); 3-64.1; 3-64.2; 3-65(1), (1.1), and (2); and 3-66(2)). For questions, contact trustaccounting@lsbc.org or 604.697.5810.					
• Client identification and verification. The Federation of Law Societies of Canada has proposed amendments to its Model Rule on Client Identification and Verification Requirements. If the Federation's Council approves the amendments, they will be forwarded to the law societies for adoption. Changes to the Law Society Rules would require the Benchers' approval and, if approved, may affect the CLIENT IDENTIFICATION AND VERIFICATION PROCEDURE (A-1) checklist current to September 1, 2018.					
• The Law Society Rules are published at www.lawsociety.bc.ca/support-and-resources-for-lawyers/act-rules-and-code/law-society-rules.					
Of note:					
 Fraud prevention. Lawyers should maintain an awareness of the myriad scams that target lawyers, including the bad cheque scam and fraudulent changes in payment instructions, and must be vigilant about the client identification and no-cash rules. See the "Fraud Prevention" page, including the "Fraud Alerts" section, on the Law Society website at www.lawsociety.bc.ca/ support-and-resources-for-lawyers/lawyers-insurance-fund/fraud-prevention. Searches of lawyers' electronic devices at borders. In 2017, in response to the Law Society's concerns about the searches of lawyers' electronic devices by Canada Border Services Agency officers, the Minister of Public Safety ad- 					
vised that officers are instructed not to examine documents if they suspect they may be subject to privilege, if the documents are specifically marked with the assertion they are privileged, or if privilege is claimed by a lawyer with respect to the documents. View the Minister's letter and Law Society's response at www.lawsociety.bc.ca/our-initiatives/rule-of-law/issues-that-affect-the-rule-of- law. Lawyers are reminded to claim privilege where appropriate and to not dis- close privileged information or the password to electronic devices containing privileged information without client consent or a court order. See also "Client Confidentiality—Think Twice before Taking Your Laptop or Smart Phone across Borders" in the Spring 2017 <i>Benchers' Bulletin</i> and "Crossing the bor- der into or out of the United States" in the Spring 2018 <i>Benchers' Bulletin</i> .					
• Exemptions on additional property purchase tax on foreign entities. The Property Transfer Tax Regulation provides for relief, in certain circumstances, from the additional 20% property purchase tax on transfers of residential property in the Greater Vancouver Regional District, Capital Regional District, Regional District of Central Okanagan, Fraser Valley Regional District, and Regional District of Nanaimo to "foreign entities". See ss. 17.1 to 20 regarding the exemption for a foreign national who has confirmation as a worker under the BC Provincial Nominee Program, and see s. 21 in regarding refund of the extra tax paid by a transferee who became a Canadian citizen or permanent resident within one year of the registration date. See also www2.gov.bc.ca/gov/content/taxes/property-taxes/property-transfer-tax/understand/additional-property-transfer-tax.					

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•	Aboriginal law. Special considerations apply to businesses involving "Indians" and Indian "reserves" (both as defined in the <i>Indian Act</i> , R.S.C. 1985, c. I-5). While significant tax and other advantages may be available under the <i>Indian Act</i> , these are affected by the type of business, transaction nature, business entity (sole proprietorship, partnership, joint venture, trust, or incorporated company), location of business activity on or off reserve land, and the specific reserve and its governance.					
•	Additional resources. For further information about share purchase proce- dures, see <i>Advising British Columbia Businesses</i> (CLEBC, 2006–); <i>Buying and</i> <i>Selling a Business: Annotated Precedents</i> (CLEBC, 2000–); and the <i>Due Dili-</i> <i>gence Deskbook</i> (CLEBC, 1994–).					
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/.	1 ost closing					
	CHECKLIST					
1.	INITIAL CONTACT					
	1.1 Arrange the initial interview.					
	1.2 Ask the client to bring to the initial interview all available financial and operational information on the target company and the vendor, particularly financial statements, annual reports, prospectuses, press releases, list of assets, contracts, leases, government permits, etc. Consider requesting client information if the target is to be combined with or complementary to an existing investment of the client. Where information is not available, consider how it will be obtained.					
	1.3 Confirm compliance with Law Society Rules 3-98 to 3-109 on client iden- tification and verification, and complete the CLIENT IDENTIFICATION AND VERIFICATION PROCEDURE (A-1) checklist.					
	1.4 Determine and assess actual and potential conflicts of interest. See <i>Code of Professional Conduct for British Columbia</i> (" <i>BC Code</i> "), s. 3.4 and the model conflicts of interest checklist on the Law Society website at www.lawsociety.bc.ca/docs/practice/resources/checklist-conflicts.pdf.					
2.	INITIAL INTERVIEW					
	2.1 Advise the client regarding calculation of your account, the method and timing of payment, and conditions upon which you will act (see <i>BC Code</i> , s. 3.6; see also item 3.1). Clarify your role in the transaction and that of other advisors to the client. Make it clear for whom you are working. Urge others, in writing, to get independent legal representation. Make it clear that you are not protecting their interests and that you are acting exclusively in the interests of your client (<i>BC Code</i> rule 7.2-9). If your retainer will					

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be limited in scope (e.g., confidential drafting), note that <i>BC Code</i> rule 3.2-1.1 requires that, before undertaking a "limited scope retainer" (a defined term under <i>BC Code</i> rule 1.1-1), you must advise the client about the nature, extent, and scope of the services that you can provide and must confirm in writing as soon as practicable what services will be provided. Note that rule 3.2-1.1 regarding "limited scope retainers" does not apply to situations in which you are providing summary advice or to an initial consultation that may result in the client retaining you as lawyer. See <i>BC Code</i> , s. 3.6 for the rules regarding reasonable fees and disbursements, and commentary [1] to rule 3.6-3 regarding the duty of candour owed to clients respecting fees and other charges. Also be aware of the obligations in <i>BC Code</i> rules 3.1-2, 7.2-6, and 7.2-6.1. Note Law Society Rule 3-59 with respect to the restrictions on receiving cash and Rule 3-70 for records of cash transactions.					
2.2 Determine whether the client has already reached an agreement with the vendor concerning the general terms of the transaction. If not:.1 Advise the client regarding the possibility of structuring the transaction as an asset purchase (if appropriate in the circumstances). Consider the					
 tax consequences of purchasing shares versus purchasing assets. 2 Consider signing a confidentiality agreement to allow negotiations to commence. If the client and vendor are competitors, consider safe-guards in sharing information. Sharing competitively sensitive information can be problematic, particularly if the transaction fails to close. Consider the implications of the <i>Competition Act</i>, R.S.C. 1985, c. C-34. 					
2.3 Determine the client's objectives and why the client wants to complete this transaction. Will it be integrated into an existing business? Confirm any areas of risk relating to the transaction. Assess any impact on the client's existing business, if relevant.					
2.4 Consider the name under which the business will be conducted post- closing, to exercise due diligence regarding trademarks and other intellec- tual property.					
2.5 Review the financial statements and other information with the client, the client's accountant, and tax advisor (if you are not providing tax advice).					
2.6 Determine the principal elements of the transaction: who is buying what from whom, and for how much? How does the client intend to finance the transaction? Are there any conditions to be met before the deal can proceed (e.g., regulatory approvals)? Are there any third-party consents that need to be obtained (e.g., landlord consents)? Are there any unusual restrictions, covenants or conditions that are important to the client? Does the business being conducted by the company involve any particular risks (e.g., environmental), and how are these risks to be allocated between the purchaser and the vendor? Are there any special or unusual procedures that need to be followed (e.g., governmental consultation with Aboriginal groups)?					

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3.	AFTER THE INITIAL INTERVIEW					
	3.1 Confirm in writing your retainer and instructions from the client. Set out the manner in which the fees, disbursements, interest, and taxes will be determined (see <i>BC Code</i> , s. 3.6). Confirm in the letter the scope of your responsibilities and the roles of other advisors in relation to the client (see item 2.1).					
	3.2 Ensure that you will not act for more than one party to the transaction unless you comply with the rules on conflicts (see <i>BC Code</i> , s. 3.4, and the model conflicts of interest checklist). If you are permitted to act under a joint retainer, see <i>BC Code</i> rules 3.4-5 to 3.4-9 and the precedent letter on the Law Society website at www.lawsociety.bc.ca/Website/media/Shared/docs/practice/resources/ltr-joint-retainer.pdf that may be used as a basis for compliance with rule 3.4-5. If the client is a company, verify who has the authority to give instructions. Consider getting a directors' resolution confirming your retainer and giving one director or officer the authority to instruct you.					
	3.3 If the client has not reached a tentative agreement with the vendor, draft a letter of intent outlining the transaction in clear terms. Consider whether the client wishes the letter of intent (or any parts of it) to be binding. Review the letter with the client to ensure that it reflects their intentions. Forward the letter to the vendor. Negotiate, if so instructed.					
	3.4 Finalize the arrangements regarding financing, if any, if so instructed.					
	3.5 Initiate the necessary searches to complete the due diligence for the trans- action, and where necessary, obtain written authorization from the vendor and the target company for release of the information. Consider which, if any, of these searches should be conducted in relation to the vendor (e.g., to confirm its right, and any limitations on its ability, to sell to your client) or the target, or both. In some instances, searches of both the vendor and the target will be appropriate. Consider the fact that, in a share purchase, the purchaser will inherit all of the obligations and liabilities of the target.					
	.1 Corporate Registry (or equivalent office in jurisdiction of incorpora- tion). Search for memorandum (where still applicable), notice of articles, articles, and any amendments; registered and records offices; annual reports; directors and officers; whether the company has been struck off and subsequently restored; copies of encumbrances which may still bind the company; order certificate of good standing; check that there is no notice of dissent pursuant to <i>Business Corporations Act</i> , S.B.C. 2002, c. 57, s. 301(5).					
	.2 Records office search and minute book review. Examine all registers and determine any deficiencies with respect to directors, members, transfers and allotments of shares, mortgages, debentures and debenture holders, and other indebtedness. Examine share registers, share certificates, waivers of pre-emptive rights, and resolutions authorizing issuance, transfer, and buy-back of shares to determine whether the shares are validly allotted, issued, fully paid, transferred, and redeemed. Examine cancelled share certificates. Determine whether directors' and shareholders' meetings have been properly constituted and whether the directors have been validly appointed. Determine whether the proper authorization for every transaction and material contract has been obtained. Review for appropriate disclosures of interest. Determine					

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	whether the minutes disclose any further contracts or commitments (in- cluding, in particular, any outstanding shareholders' agreements or options to acquire shares). Review articles to determine whether re- strictions on transfer of shares exist and the procedure for executing documents. Determine whether a shareholders' agreement exists and whether it contains restrictions on the transfer of shares.					
.3	Personal Property Registry.					
.4	ICBC Vehicle Records Department.					
.5	Land Title Office. Search for judgments; title; copies of charges and permitted encumbrances; copies of leases and restrictive covenants; other relevant information.					
.6	Office of the Superintendent of Bankruptcy (Industry Canada).					
.7	⁷ Canadian Securities Registration Systems. Search for security under <i>Bank Act</i> , S.C. 1991, c. 46, s. 427.					
3.	Labour Relations Board. Search for pending certifications, collective agreements, or any disputes before the Board involving the target company.					
.9	Other searches as required, depending on the nature of the business of the company (e.g., Mineral Titles Online, ships registry, Ministry of Forests, Lands and Natural Resource Operations, hotel/motel tax).					
.10	Municipal offices. Search for taxes, utilities, building, fire, zoning, licensing, and other requirements.					
.11	Court registry in each area where the target company (and, in some in- stances, the vendor) has substantial business dealings.					
.12	2 Sheriff's offices for writs of execution.					
.13	Provincial sales tax ("PST").					
.14	Corporation capital tax.					
.15	Mining tax.					
.16	b Logging tax.					
.17	Motor fuel tax.					
.18	Insurance premium tax.					
.19	Canada Revenue Agency: (a) GST/HST.					
	(b) Taxation re: corporate tax, payroll.					
.20	Consider credit searches and other search services for background on the target, the vendor, and the principals, as applicable.					
.21	Insurance carried by the target company.					
.22	WorkSafeBC.					
.23	Employment Standards Branch.					
.24	Environment ministries (federal and provincial) and Fisheries and Oceans Canada, if the target company has any permits.					

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	.25 Securities searches for public company vendor, target company, or both, including through SEDAR.					
	.26 Canadian Intellectual Property Office. Search for patents, trademarks, copyrights, etc.					
	3.6 Review all leases, government permits, and contracts to determine whether any consents to the purchase are required.					
	3.7 Consider environmental risks associated with property of the company. Assess the need for a Ministry of Environment, Environment Canada, or Fisheries and Oceans Canada search (see item 3.5.24), a search of other applicable environmental authorities (e.g., municipal and federal), or an environmental compliance review. Consider having an environmental audit conducted on property owned by the company. Consider the impact of con- taminated sites legislation.					
	3.8 Consider reviewing GST/HST/PST returns filed. Further information about the GST and PST can be found at www.cra-arc.gc.ca and www2.gov.bc.ca.					
	3.9 Consider consulting a tax expert.					
3	 .10 Consider the impact of the transaction on the <i>Family Law Act</i>, S.B.C. 2011, c. 25 (or if applicable, the former legislation, <i>Family Relations Act</i>, R.S.B.C. 1996, c. 128); <i>Investment Canada Act</i>, R.S.C. 1985, c. 28 (1st Supp.); <i>Competition Act</i>; and other relevant legislation. 					
3	.11 Open a document file and retain successive drafts of the agreement. Open a separate file for each major document required in the transaction.					
4. I	PRAFTING THE AGREEMENT					
	4.1 Before drafting the agreement, prepare a timetable and a draft of the clos- ing agenda that will act as a reminder of what is required in the transaction and when.					
	4.2 Prepare an outline of the document. The SHARE PURCHASE AGREEMENT DRAFTING (B-4) checklist may serve as a basis for the document.					
	4.3 Prepare the first draft.					
	4.4 Review the first draft for coherence and continuity. Review the first draft with the client to ensure that it expresses the client's intentions.					
	4.5 When you and the client are satisfied with the agreement, send it to the vendor or their lawyer for comment and changes.					
	4.6 Note changes to the agreement made during the course of negotiation in some readily discernible manner.					
	4.7 Do not alter the document without indicating the changes to the vendor's lawyer.					
	4.8 When negotiations conclude, prepare the final agreement and check to ensure that the document incorporates the transaction as it has been formulated.					
	4.9 Arrange for signing of the agreement.					

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•	PRIOR TO CLOSING					
	5.1 Prepare or obtain all the necessary documentation (consult the SHARE PURCHASE AGREEMENT DRAFTING (B-4) checklist for additional considerations), including:					
	.1 Notices, applications for review, or rulings pursuant to the <i>Investment Canada Act</i> , the <i>Competition Act</i> , and any other relevant legislation. Consider applying for an advance ruling certificate under the <i>Competition Act</i> .					
	.2 A directors' resolution of the target company authorizing the transfer of shares.					
	.3 A certificate pursuant to <i>Income Tax Act</i> , R.S.C. 1985, c. 1 (5th Supp.), s. 116, if the vendor is a non-resident.					
	.4 A directors' resolution of the purchaser (if a company) authorizing the transaction.					
	.5 If the vendor is a company, a director's resolution of the vendor author- izing the transaction; plus, if the shares of the target company represent substantially all of the assets of the vendor, a special resolution of the shareholders of the vendor authorizing the transaction.					
	.6 Share register of the target company to show the transfer, issuance of new shares, and cancellation of old shares.					
	.7 Waivers of any pre-emptive rights or rights of first refusal.					
	.8 Officer's certificate of the vendor, dated on the closing date, attesting to the accuracy of representations and warranties contained in the share purchase agreement, the fulfillment of the vendor's pre-closing cove- nants, and the waiver or fulfillment of the vendor's conditions precedent.					
	.9 Opinion of the vendor's lawyer making proper qualifications and as- sumptions, with respect to the vendor or the target, or both, and asserting, among other things:					
	(a) Valid incorporation of the company and the vendor.					
	(b) The company and the vendor are in good standing.					
	(c) All necessary steps and proceedings have been taken to effect share transfer and transaction.					
	(d) Capital structure and the vendor's interest are as represented.					
	(e) Outstanding shares are validly issued, fully paid, and non-assessable.					
	(f) Company has good and marketable title to assets in the schedule, subject only to specified encumbrances.					
	(g) No legal actions against the company or vendor are threatened or in progress (vendor's lawyer could consider qualifying this with reference to searches or officers' certificates relied upon).					
	(h) To the best of the lawyer's knowledge, there is no cause for legal action against the company.					
	(i) Agreement is fully enforceable against the vendor (the vendor's lawyer should consider whether to grant this opinion).					

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(j) In reliance on the officer's certificate and without independent investigation, the re-presentations and warranties are true.					
(k) Consider the above opinions, where necessary, regarding a corpo- rate vendor.					
Note: Many of the preceding items may be resisted by vendor's counsel and may not be appropriate. Consider reviewing chapter 7 (Legal Opinions) in CLEBC's <i>Advising British Columbia Businesses</i> .					
.10 Resignations of directors and officers and releases from them in favour of the target company (Note: the vendor may request releases in favour of directors and officers).					
.11 Shareholders' resolution appointing new directors.					
.12 Directors' resolution appointing new officers.					
.13 Third-party consents as necessary.					
.14 Non-competition agreements.					
.15 Documentation transferring the registered and records office.					
.16 Discharges of loans/charges to be discharged on closing.					
5.2 Ensure that the conditions of the client's obligation to close have been or will be satisfied.					
5.3 Complete the financial arrangements.					
5.4 Prepare the final draft of the closing agenda.					
5.5 Have the parties sign the necessary documentation prior to closing (to be held in escrow pending closing, if tabled) and marshall the documents for each party.					
5.6 Update searches for closing.					
5.7 Obtain cheques, or receipts for cheques, as necessary.					
5.8 Consider application of the <i>Proceeds of Crime (Money Laundering) and</i> <i>Terrorist Financing Act</i> , S.C. 2000, c. 17.					
5.9 Consider the timing and management of funds (payment by wire transfers, lawyers' trust accounts, Law Society trust administration fee, etc.). Use directions to pay as necessary. With regard to wire transfers, see Law Society Rules 3-64.1 and 3-64.2 and the <i>Trust Accounting Handbook</i> at www.lawsociety.bc.ca/docs/trust/Trust-Accounting-Handbook.pdf. Note that a financial institution's system that calls for a lawyer or staff member to log into a law firm's trust account online, enter the information, and provide the authorizations necessary to process a wire transfer is not presently permitted by Law Society Rule 3-64. Also, be aware of scams making fraudulent changes in payment instructions and be vigilant about the client identification and no-cash rules. See the "Fraud Prevention" page on the Law Society website at www.lawsociety.bc.ca/support-and-resources-for-lawyers/lawyers-insurance-fund/fraud-prevention.					
6. CLOSING					
6.1 Ensure that all the conditions of closing are satisfied or waived.					
6.2 Obtain acknowledgment in writing that all conditions of closing have been satisfied or waived.					

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	6.3 Ensure that each party receives the appropriate documents and funds.					
	6.4 Obtain books and records of the company.					
	6.5 Obtain the company seal.					
7.	POST CLOSING					
	7.1 Prepare a reporting letter and account as soon as practicable after closing. Forward the documents to the client and indicate those matters requiring further action. Alternatively, advise the client to review the documents to determine what further action is required. Additionally, consider including a "post closing" section in the closing agenda, setting out all post-closing matters (e.g., filings, registrations, deferred payments, press releases), and the party responsible for each matter.					
	7.2 Close the file. Consider storage and destruction requirements. See <i>Closed</i> <i>Files—Retention and Disposition</i> , August 2017, Appendix B at www.lawsociety.bc.ca/Website/media/Shared/docs/practice/resources/ ClosedFiles.pdf					