

# **biz Mmigration.**



## **HOT TOPIC**

Delays in processing of PR applications

## **WHY BIZMMIGRATION?**

## **WITH SIAVASH SHEKARIAN**

An interview with Siavash Shekarian - Shekarian Law PC CEO

## **LIST OF BUSINESSES**

List of businesses available for local and international buyers

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# Feeding the Need

*By Emad Radmanesh*



**Entrepreneurship** is a practice which has proved popular in today's world and has gained much credence within dynamic and strong economies. Accordingly, entrepreneurs, particularly those who are successful in their entrepreneurial activities, are often put on a pedestal and usually receive a rapturous welcome in such economies. To be exact, they can find the place they deserve in societies with strong economies. However, who is an entrepreneur? The term has been defined differently in a host of dictionaries, but the difference lies in their wording only and we can see that the core idea associated with this concept and communicated in the definitions provided basically amounts to the same thing.

**Maybe** it would be a good idea to take a quick look now at some of the definitions of entrepreneur. As a derivative of entrepreneurship, entrepreneur is a term which comes with a French origin and thus is a loanword in English. It was first defined by the Irish economist Richard Cantillon as “a person who has possession of a new enterprise, venture or idea and assumes significant accountability for the inherent risks and outcome”. It is also defined as “a person who is willing to assume the responsibility, risk, and rewards of starting and operating a business”. Or it also refers to a person “who undertakes innovations, finance and business acumen in an effort to transform innovations into economic goods”. As you can see, the central idea in all definitions is about initiating, operating, and/or managing a business while assuming the financial risks associated with it.

**Given** the importance of practice of entrepreneurship and the significant contributions entrepreneurs can make to boosting economies, many developed countries tend to attract entrepreneurs from around the world. For example, Canada which is known as a country of

entrepreneurs constantly develop business immigration programmes that can facilitate the immigration of entrepreneurs to Canada. These programmes and in general all immigration pathways to Canada, however, are not void of complexities, challenges, and even shortcomings. On the one hand, not too much about the delicacies of these programmes is disclosed to the public. On the other, many available sources of information about business immigration often fail to fully address the intricacies of these programmes. Accordingly, there has always been a need to do so, a need to provide the necessary information with a particular focus on the latest developments and news about business immigration and shed light on various business pathways to Canada and the myths and facts about them.

**To** feed the need, our editorial team in liaison with the legal experts from the Shekarian Law PC are hellbent upon creating a platform to freely communicate and effectively interact with those who wish to purchase, start, or transfer their successful business to Canada. Bizmmigration is the platform where we will make every effort to

provide you with the right notion about the process of business immigration and its challenges, complexities, and rewards. We will tell you about all aspects of business immigration and entrepreneurship in Canada. Indeed, we are here to enlighten, not just inform. Stay with us!





## The First Business Immigration E-magazine



# Why Bizmmigration?

**We** have come to the coinage *Bizmmigration* from the combination of the terms *business* and *immigration* to help associate a sought-after immigration pathway to Canada, that is, business immigration and immigrant entrepreneurship. We have opted for this neologism because we intend to address anything associated with this

process including challenges, advantages, opportunities, and even fake news or news that is true in this e-magazine. As we could find no reliable resource that could fully address would-be immigrants and entrepreneurs' issues, concerns, and questions, we ended up with the idea of creating this e-mag.

**Given** the above, we aim to cover a myriad of relevant and interesting subjects within various sections in every, single issue of our e-mag. *Editorial, Opinion page, Interview of the season, Hot topic of the season, Insight of the season, My side of the story, Inside look, and Announcements*, to name a few, are the main parts that constitute our periodical. In addressing topics, we will do every possible effort to maintain integrity, honesty, and quality avoiding sugar-coating the realities of business immigration and practicing entrepreneurship in a country like Canada. As a trailblazer in this area, we hope *Bizmmigration* will enable business immigrants to make the right decision about their business immigration to Canada and launch their own business. From the very beginning to the very end of this business journey to Canada, there are a plethora of concerns, complexities, and challenges that they need to know.

**Last** but not least, the information we will provide our readership with here in *Bizmmigration* is intended to be reliable and exhaustive enough. We will make every possible effort to enlighten our readers as to the facts and myths

concerning matters of business immigration to and entrepreneurship in Canada. We do hope you will find our e-mag, *Bizmmigration*, a useful resource that you can draw on with peace of mind of knowing where all the materials come from. To us, your constructive comments are a great asset and can help us to be on the right track. We can't wait to have constructive interactions with you on this platform.



## Interview of the season



**Siavash Shekarian**

## Interview with the CEO of Shekarian Law PC

**To** conduct our first interview, we decided to invite the CEO of Shekarian Law PC, Siavash Shekarian, to answer our questions. He was readily available to attend the interview and, like always, eager to answer the questions. What follows is the summary of our interview with Siavash.





**1. As the first interviewee in the first issue of Bizmmigration and as the Shekarian Law PC CEO, please tell us what does business immigration mean?**

**First** of all, I would like to stress that maybe business immigration is not the right term as it does not do justice to make the main point. Therefore, I'd rather use immigrant entrepreneurship because what distinguishes an entrepreneur from someone who runs a simple business is his entrepreneurial activities that are aimed at mobilizing resources for promotion (of the business). With this in mind, immigrant entrepreneurship, in brief, refers to launching, purchasing a business, or promoting an existing business is considered in the immigrant's case for immigrating to a country. Technically speaking, it's not as simple as that, of course!

**As** one of the top destinations for immigration, Canada has learned its lessons over the years and has decided to shift its immigration policy from investment to entrepreneurship.

## - Would you please further elaborate on that?

**The** best explanation comes with an example: in the mid or late 80s, the federal government of Canada developed a programme titled Immigrant Investor Programme (IIP) that lasted up until, if I'm not mistaken, 2013 or 2014. Under this programme, the applicant for immigration had to prove that s/he possessed \$800,000 leaving half of this amount with the government of Canada for 5 years with no interest and in return could obtain permanent residence. After about 20 years, these figures increased by two folds as this federal programme was the cheapest immigration programme in the world for several years! So, to take advantage of the programme, the only thing the applicant was required to do was to lend an interest-free loan of \$800,000 to the government of Canada for a 5-year period.

**However**, this was not what Canada expected its citizens to do. Accordingly, the economic approach of (the government of) Canada to immigration shifted from passive investment to active entrepreneurship considering the remarkable development of Canada in a host of fields attracting more applicants for immigration to Canada. That's why there is no more a programme in progress, similar to IIP across Canada. Of course, the Quebec Investment Programme is in the background, but it's not open yet. In return, the focus of the current entrepreneurship programmes all considered as provincial programmes is on attracting entrepreneurs who intend to undertake permanent and dynamic economic activities in Canada. Accordingly, an applicant who wishes to immigrate to Canada through entrepreneurship needs to meet a lot of requirements laid down in the contracts so s/he can have the chance to obtain permanent residence. In addition to these requirements and depending on the hosting provinces, there are some other requirements that the applicant is expected to meet such as minimum capital, managerial experience, language knowledge etc.

**In** a nutshell, the policy on immigration has changed in such a way that it makes it hard or impossible for those who are simply seeking Canadian passport. On the contrary, it encourages those who intend to live and be involved in continuous and permanent economic activities to immigrate to Canada.



**2. Please tell us more about the objectives and general policies of Shekarian Law PC, particularly those relating to the company’s entrepreneurship services?**

**The** prime objective in our company is subject to our prime objective in life which is happiness. Accordingly, we have developed all the strategies in our company so they can make us feel happy. We feel happy and satisfied when we can offer good services to good people. (We believe that) Good services will result in good income, something that is necessary to feel happy but does not suffice for the case. Interacting with a good individual is the necessary factor needed to feel happy. One of the policies that helps us to achieve this is the way we choose our client. In our company, we don’t consider our client as a contract but rather a member of our family whose success and happiness are our success and happiness. So, we exercise great care to select our client and are not afraid of saying no to those who are not the right choice. This is the answer to your question about our particular policies on immigrant entrepreneurship: we by now manner of means work with those who pretend they are entrepreneurs or intend to by force introduce themselves as entrepreneurs. On the contrary, we will work with those who, like us, are dreamers at heart and achievers in practice.



### **3. What should those who wish to immigrate to Canada through entrepreneurship take into their account?**

**First** of all, Canada is the best destination for entrepreneurs so they should trust their choice. I will discuss further details and reasons later. Second, they should bear in mind that they have a tough road ahead as they're going to deal with the common challenges and difficulties associated with entrepreneurship in addition to that of immigration. To meet the challenges, they should take three principles into their consideration: learn and research as much as you can given the fact that these days you can find (learn) everything online. Second, consult with experts for better improvement and management of entrepreneurship risks. Third, battle with comfort-seeking approaches which are common in rich geographies like Iran and accept that no pain, no gain unless there is lie, fraud, and hypocrisy.

### **4. What is the percentage of successful immigrant entrepreneurship?**

**Sorry** for being so frank! This question is too general for a logical answer. If I should answer, I would say it all depends on the way you define success. For example, if someone, who has spent all his life savings with no income prospect (in Canada), gets the approval (to immigrate to Canada), will you call this success? So, the definition of success and the way you view success is an important factor. By the way, what is meant by immigration? Tourist visa? Work visa? Permanent residence? What is meant by entrepreneurship? PNP Start-up? ICT?

### **- So, let me be more specific: what is the percentage of successful immigration cases in entrepreneurship programmes compared with other programmes?**

**Let** me tell you frankly that your question is basically wrong because it inherently disregards the immigrant's autonomy and getting a positive response in the immigration case is simplistically considered as the sole goal of immigration. If we consider immigration as something more than a permission to live temporarily or

permanently in the destination country and seek improvement, our question “which way is better than the others?” will change into “which way is better for me?”. As you can see, the focus of the first question is on the programme and way (of immigration) while the focus and the second one focuses on the person (immigrant).

## **5. As the last question, what distinguishes Shekarian Law PC and the services it offers from its rival companies?**

**What** distinguishes Shekarian Law PC most is the way it looks to business and legal practice. Unlike what conventions and market law dictate, that is, maximum benefit of the shareholders, our goal is to achieve happiness. To us, happiness means to develop a relationship with good people we work with and so we can in the long run achieve a lot together being an honour.



## Hot Topic of the season

### *Delays in Processing of PR Applications Leave Many in Limbo*

**In** this section of the magazine, we intend to cover the topics and news associated with immigration to Canada, business immigration, start-up businesses, and entrepreneurship. The selected topics or news we aim to cover under *Hot Topic of the season* are important as they can affect all stakeholders including immigrants, entrepreneurs, and start-up visa seekers etc. We will raise a topic, therefore, that is talk of the town and all stakeholders appear to be eager to follow

and be kept abreast of.

**In** this issue, Nima Pouyan, a legal expert at Shekarian Law PC, will take a quick look at this week's hot topic which mainly deals with some IRCC's administrative malfunctioning taking place in recent years. As this malfunctioning is indicated in various publications impacting the immigration process of the PR applicants adversely, we have decided to tell you more about it here in this section.

**For** Canada to maintain economic growth and post-pandemic recovery, the country remains reliant on its' annual immigrant entry. As we are about to enter the third calendar year of the pandemic, Canada deals with a tremendous amount of undue processing delays. Although the Ministry has taken extensive measures to resolve this issue, CIC News reports that they have obtained data via information request showing a total of 1,813,144 backlogs in the queue. Many stakeholders have raised concern over the ongoing matter, and MPs have questioned IRCC's processing procedure. However, reports suggest that even MPs have yet to receive compelling responses.

**In** a sessional paper, IRCC stated that between March to September 2020 they hired new employees to speed up the processing time. In addition, the Ministry has been utilizing "advanced data analytics" for sorting and processing temporary resident visa applications (TRV) since 2018. In line with the previous advancements, IRCC has responded to the pandemic by reducing paper applications and digitalising its internal systems in order for staff to work from home and PR applicants to be able to apply online.

**That** said, data suggests that Family Class PRVs and TRVs have been delayed or, in some cases, unprocessed during the pandemic period. With various permanent residency pathways facing significant hold-ups, it is hard to see the light at the end of the tunnel. In addition, uneven processing times for different programs have given a cause for concern over delays hitting more severely to specific populations. Evidence suggests that visa issuance operations in francophone African countries have been widely interrupted due to deficiency by IRCC's third-party partners or the Canadian consulates.

**While** applicants are held in limbo, many families are concerned with the lack of communication and transparency. When asked about the subject, an applicant talking to CBC News told the reporter that "on a level of one to 10, it's one." It is sad to see many not receiving updates on their file, while IRCC processing time reporting has been highly inaccurate. CILA suggests that "IRCC should release a COVID-19 Backlog Reduction Plan to complement its Immigration Levels Plan". The plan is expected to be entirely transparent and address each issue in certain regions, unclothed from the applicant's race, nationality, religion, gender, and age.



# Entrepreneurship: Right Place, Right Time, and Essential Skills

By Emad Radmanesh

## *The location*

**As** a French word, *entrepreneur* is a derivative of the term *entrepreneurship* and refers to “a person who is willing to assume the responsibility, risk, and rewards of starting and operating a business”. To practice entrepreneurship, however, one primarily needs to initially develop the required skills, then spot the

the right place, and eventually start their entrepreneurial activity in the right time. Choosing the right location in order to make any economic endeavour can bring peace of mind to the entrepreneur and will in the long term be to the benefit of their business. Therefore, the ability to make the right choice in the right time,

inter alia, could be thought of as a shrewd business acumen that any businessperson or entrepreneur is expected to acquire and demonstrate.

**Thanks** to unrestricted access to enormous resources, it is all the more easy nowadays to find out about the right locations in the world for launching a business or undertaking any entrepreneurial activity. A quick search on the internet will lead you to a geography that is called Canada. Canada has been on the top-ten list of the best countries for starting a business in recent years. Its strong economic growth has been a deciding factor for putting the country on the list and determining its economic and entrepreneurial standing as one of the best ones by financial institutions and publications. Canada has been rated by Forbes, a world-class and a very high-

quality business magazine, as the best country in the G-20, a body comprising twenty of the world's largest economies, where people can do business. Aside from economic growth, however, there are some other variables that prospective entrepreneurs should take into their account when they happen to look for a location to launch a business. Variables such as legal and regulatory requirements associated with businesses as well as tax rates can and should have an impact on the process of choosing a right place for starting a business venture. It is good to know that Canada provides you with an opportunity to experience a low-cost and low-tax environment. Hence, many would-be entrepreneurs tend to put the country on their bucket list.

*An entrepreneur is “a person who is willing to assume the responsibility, risk, and rewards of starting and operating a business”*



## *The time*

**As** for the variable of time, it is the best time to be an entrepreneur now. Why? Due to the devastating impacts of the pandemic, many newly born companies have shut down over the past 2 years. As a result, there is less competition and more room to maneuver. As well, entrepreneurs have access to customers more than ever before and can attract them both in the real world and the virtual world. Nowadays, people come in droves to purchase products and services online and this is great. It is to be noted that there is also improved access to funding so that you can launch your business enterprise more easily. In the next issues, I will further discuss this variable of time.

## *The skills*

**As** far as launching a business goes, there is a myriad of skills that all entrepreneurs should develop or try to improve in case they already possess them. Obviously, those who come with remarkable entrepreneurial skills can for certain expect an economic boom in their business. You might say that success in business has not much to do with these skills and thus conclude that some are born entrepreneurs. For most of the time, however, this is luckily not the case. There are definitely skills with which you can go far in your business and expect more revenue and success. In this part of *Bizmmigration*, we quickly touch upon the skills you need to develop so you can achieve more and more in your entrepreneurial activity.

**People** who run a business, whether small or big, are experiencing some sense of leadership as they are indeed leading their business and, if any, employees. Therefore, they are the leader of their business. In order to function well in the capacity of a business leader, you need to be already familiar with a bunch of skills and make every possible effort to develop

them in yourself to the extent possible. As the owner of your business, you need to be a good communicator and network creator as well. The Business Development Bank of Canada (BDC) has a suggestion for those who wish to be more successful in their entrepreneurial activity. In order to constitute a solid achievement in a business activity, entrepreneurs and businesspersons are recommended to “be an effective leader, become a better communicator”, and “improve networking”.

**Through** developing or polishing the skills and abilities required for any enterprise, you will be able to achieve the long-term objectives you have already established for your business. In our upcoming issues, we will try to address each and every one of them and further shed light on how to successfully proceed with your entrepreneurial activities and business endeavours.

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***To constitute a solid achievement in a business activity, entrepreneurs and businesspersons are recommended to “be an effective leader, become a better communicator”, and “improve networking”.***

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## Opinion Page

**This** section of *Bizmmigration* is dedicated to providing an opportunity for experts and thought leaders to stimulate public debate to help shape better immigration policy. If you are interested in sharing your opinion with our audience, we invite you to contact us at [oped@bizmmigration.ca](mailto:oped@bizmmigration.ca). To get us going, we have invited Siavash Shekarian to be the first expert who contributes to the op-ed page of *Bizmmigration* in our first issue. we have invited Siavash Shekarian to be the first expert who contributes to the op-ed page of *Bizmmigration* in our first issue.





# UKRAINE WAR & CANADIAN HYPOCRISY

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*By Siavash Shekarian*

**The** world was taken aback two weeks ago when Russia, hostage to its deranged tyrant Vladimir Putin, invaded Ukraine. The largest conventional military attack in Europe since WWII, explicit threats of a nuclear war, fastest-growing refugee crisis, and thousands of women and children killed in the conflict should have shocked anyone with a conscience into taking action. It is commendable that Canada has one way or another acted favorably towards the crisis by introducing new immigration streams for Ukrainians wishing to come to Canada temporarily or permanently. Immigration, Refugees and Citizenship Canada (IRCC) by creating Canada-Ukraine Authorization for Emergency Travel allows an unlimited number of Ukrainians (unvaccinated and/or partially vaccinated) fleeing the war to apply to stay in Canada for two years. IRCC is also prioritizing applications by Ukrainian nationals under different immigration streams.



**This** is all good and necessary but it is like a bitter-sweet exposé of our hypocrisy. Canada is, or to the very least claims to be, a liberal state bound by liberal moral commitments that require, at bare minimum, equal treatment of its citizens. Imagine an Afghan Canadian and a Ukrainian Canadian both with extensive families fleeing their respective countries. While one can ease the pain by taking advantage of expansive and permissive special programs to bring their families to Canada, the other is left to feel disrespected and disenfranchised due to the lack of the same privilege. This is for certain not considered an equal treatment.

**Sadly**, this kind of treatment is not a new experience. Imagine a different case in which a German-born Canadian and an Iranian-born Canadian with equal status but different nationalities decide to invite their family living abroad to their graduation ceremony. While the former can seamlessly enjoy the company of their loved ones, the latter would likely attend the ceremony alone because their parents could not convince an officer that they will leave Canada after their authorized stay.

**The** days of explicitly racist immigration system in Canada in the 60s and 70s is indeed over and we have certainly left behind the era; however, this does not necessarily mean that our current seemingly flawless immigration system is, in practice, nondiscriminatory. Discriminatory immigration policy need not be explicit and/or intentional to exist. It is a clear case of discrimination to promote, protect, and facilitate only the rights of selected groups of citizens, not all of them.

**All** citizens, and in a broader sense all permanent residents, have the right to be treated as equals in terms of dignity and respect. This basic right is enshrined in almost all constitutional documents of liberal democracies with Canada included, and in the United Nations Universal Declaration of Human Rights.

***“ BUT WE ARE  
WHAT WE DO,  
NOT WHAT WE  
SAY OR  
PROMISE WE  
WILL DO. ”***







## Services

# ***How to Get Quality Immigration Services?***

**Here** in this section, we aim to introduce a wide range of immigration services you can get to immigrate to Canada. However, it is important to be familiar with these services offered from inside Canada or otherwise as well as their providers so you can make a right choice. In order to find a good service provider, it is a good idea to always do some research to ensure you are dealing with a professional and quality immigration law firm. Since the time it was established, Shekarian Law PC has been hard at work to offer the best immigration services with a prime focus on clients who wish to immigrate to Canada through business immigration programmes. Interestingly, all the staff members in the company give credence to genuinity, honesty, and integrity in their dealings with their clients and this is always appreciated by them.

"WE PUT OUR REPUTATION TO WORK FOR YOU." - SHEKARIAN LAW PC



**We** tend to present a general overview of the services Shekarian Law PC offers in this issue. We will be specific about every single service the company is known to provide in our upcoming issues. In general, the company provides immigration services to clients who seek assistance with Start-Up Visa, Entrepreneur, Federal Self-employed, Entrepreneur-WP, ICT-WP, and Study Permit programmes. Further, Shekarian Law PC is ready to offer professional services to its clients in a whole host of areas such as *business formation and structuring, contract advisory and negotiations, recruitment and employment, compliance, buying and selling a business, franchising, dispute management and coordination, proactive risk management, arbitration, and litigation.*

**The** company offers immigration services in its head office which is based in Toronto, Canada and its overseas branch based in Tehran, Iran. The CEO of the Toronto office is Siavash Shekarian, and the Tehran office is managed by Adib Tolouei.

**The** good news is Shekarian Law PC works in close liaison with Bay& Co Consulting Inc which is a business advisory and accelerator offering services to both start-ups and mature businesses to help them start, market, and transfer their businesses to Canada. In our upcoming issues, we will be more specific about the services this Toronto-based company offers.



## My Side of the Story



**We** will, in this section, interview people who have immigrated to Canada, started a business in the country and have been successful in their entrepreneurial or business endeavours. We hope our readers can, through reading *My side of the story*, get the right notion on how to well integrate with the host society and its business culture in order to be a successful entrepreneur or businessperson in Canada. Our interviewees in this part of the e-mag are supposed to tell us more about their challenges, achievements, and the hardship they have gone through to start their own business and achieve success in the Canadian society. We do hope this can also help you learn more about the cultural nuances with regard to, in particular, doing a business in a developed country like Canada as they might create a chaotic situation for you and your enterprise if you fail to take them into your account.

**In** the first issue of *Bizmmigration*, we interviewed an Iranian lady who has been living and working in the capacity of a successful entrepreneur in Canada over the last 12 years. Melika Miran lives here in Toronto and is nice to know. Below is the interview we have very recently conducted with her online.

## CEO at Bay&Co.

Melika Miran



**1. Please introduce yourself to our readers and tell us more about your company Bay & Co.**

I am Melika Miran and have been living in Toronto for 12

years. I did industrial engineering at the University of Toronto. Meanwhile, I have been working in the same field as well. After working in the capacity of a development advisor for a host of big and small companies, I decided to establish my own company, Bay & Co, which is indeed a facilitator of businesses and entrepreneurs who live inside and outside Canada and wish to launch or develop their own businesses in this country.



## 2. Would you please elaborate on the term “facilitator”?

**As** the term speaks for itself, by facilitator we mean making the development and improvement of businesses easier. Although the term is often used in contexts associated with start-up ecosystems, it is meant to help a business to improve much faster. This is exactly what we do in Bay & Co company. To be exact, we offer services to a wide range of business owners who are looking to launch their own business in or transfer it to Canada: start-up businesses that are newly launched and facing a lot of risks and the businesses that are already successful and have been operating for many years.

## 3. So, you are in fact an entrepreneur who offers services to entrepreneurs. Would you tell us first about the challenges you were initially or are currently faced with?

**Starting** a new business is often coupled with a lot of challenges even if you are already experienced enough. So, the key to an entrepreneur’s success on this demanding path is to develop a deep understanding of and display a full commitment to their goal and prospective for which they started the business. The raison d’être of our company is to aid high-caliber entrepreneurs who come from totally different societies. I mean those who come from countries whose economies and markets are far cry from that of the US and Canada. Accordingly, this transition will be a big challenge for them, but we will support our clients in dealing with it and stay by their side.





#### 4. In general, what is your evaluation of the process of entrepreneurship in Canada?

**It** all depends on the type of the business and market, and it is also important to know you are comparing Canada with which country? For example, Canada is one of the best places for start-up businesses (new business with high risks) amongst the developed countries because it has well established the infrastructures for business research and development. Besides, innovative business ideas can largely attract investment (in Canada). On the one hand, Canada, viewed from a broader perspective, provides of the most straightforward mechanism to launch or run a business ranking as one of the best countries in the world based on the Ease of Doing Business Index. On the other, high living standards, political stability, and legal transparency have made this country a popular destination for entrepreneurs. In Canada, you can easily start your business without spending much money, but it is hard to develop it as is the case in all developed countries with highly competitive and complex markets.

#### 5. What advice do you give to those who are eager to move to Canada and work there as an entrepreneur?

**Research**, research, and research! Canada is undoubtedly the best place in the world for entrepreneurship activities, but you need to bear in mind that it has a highly competitive and complex market. Therefore, you need to exercise extreme caution and care if you wish to be successful in this market. What guarantees your success in the Canadian market is research and adequate planning. Unfortunately, there are many entrepreneurs who do not take the differences between their countries with Canada seriously. They believe that through adopting the same approaches that led to success in their own countries, they can succeed in Canada as well. But this is not the case! Tailoring their business based on the requirements and specifications of the target market is one of the most important conditions to run a successful business. This is exactly what all newcomers to Canada should take heed of.



## 6. Any last words?

**Yes.** As the last word, I would like to say that Entrepreneurship is the best thing one can do; you can enjoy being your own master and at the same time work with nice people you are happy with creating job opportunities for them.

However, entrepreneurship is simultaneously a hard job for which you need great insight and infrastructure to succeed. Canada is one of the best places for entrepreneurship. If you get into this market with a profound insight, you will undoubtedly and fully enjoy entrepreneurship.

Good luck!

# "Canadian Chapter"

In this section of our e-mag, we will take a look at the highlights of the professional activities of our sponsoring companies. Our focus, in this issue, is on Shekarian Law PC. The episodic video program of *Canadian Chapter* is an integral part of the Shekarian Law PC professional activities and services that is one of the features distinguishing this company from the competition.

It is in *Canadian Chapter* that the company's chief executive, Siavash Shekarian, sheds further light on the Immigration, Refugee, and Citizenship Canada (IRCC) programs of

immigration, in general, and business immigration, in particular. In this programme, Siavash provides comprehensive explanations and detailed information about the challenges, myths, pathways etc. associated with the process of immigration to Canada. The programme is in Persian but comes with English subtitle as well. Don't give it a miss then!

**Click the link below to access the Canadian Chapter video programmes:**

<https://www.shekarian.ca/canadian-chapter/>



4 نکته مهم که باید قبل از مهاجرت به کانادا بد

اگر شما هم به مهاجرت فکر می‌کنید، دانستن یک سری نکات می‌تواند تصمیم‌گیرنده‌ی نهایی شما باشد. در این قسمت به 4 نکته مهم که



تمامی آنچه که باید راجع به روش های مهاجرت به کانادا بدانید

برای مهاجرت به کانادا روش های مختلفی وجود دارد. در این قسمت سعی کرده ایم به صورت کلی، روش های مهاجرت به کانادا را بررسی کرده و هکدام را



مهاجرت به کانادا از طریق برنامه آتلانتیک

در سال 2017 و به دلیل کمبود جدی نیروی کار در چهار استان آتلانتیک کانادا، یک برنامه مهاجرت امتحانی به نام برنامه مهاجرت آتلانتیک راه اندازی شد. در



ویزای تحصیلی کانادا

از محبوبترین روش های مهاجرت به کانادا ویزای تحصیلی است. در این قسمت از فصل کانادایی با شما درباره ویزای تحصیلی کانادا صحبت

# List of businesses available for local and international buyers

**This** section is intended to provide interested entrepreneurs with examples of this season's available businesses for acquisition in Ontario. It is to be noted that we accept no responsibility or liability for information either included or referred to in this section.

If you are interested in any of these listings or you want to advertise your business for sale in this section, please send your inquiry to [bizlisting@bizmmigration.ca](mailto:bizlisting@bizmmigration.ca).







## Atlantis Niagara Winery

**Location:** Lincoln, Ontario

**Asking Price:** \$9,000,000

**Property Information:**

- Total Area: 20 Acres
- Office Area: 8,500 Sq Ft

**Business Operation:**

- Sales Revenue: TBD
- Cash Flow: TBD
- Inventory/Stock value: TBD
- Employees: TBD
- Support and Training for Buyer: TBD
- Turnkey Winery with venue suitable for all ceremonies



## Window Manufacturer

**Location:** Toronto, Ontario

**Asking Price:** \$4,600,000

**Property Information:** Lease

**Business Operation:**

- Sales Revenue: \$ 2,500,000
- Cash Flow: \$1,112,899
- Inventory/Stock value: \$250,000
- Employees: 8
- Support and Training for Buyer: Yes
- Award winning company with automated production and modern machinery established in 2006

## Plaza with Gas Station



**Location:** Pickering, Ontario

**Asking Price:** \$13,000,000

### Property Information

- Total Area: 8,800 Sq Ft
- Office Area: 6,800 Sq Ft
- Retail Area: 2,000 Sq Ft

### Business Operation

- Sales Revenue: TBD
- Cash Flow: TBD
- Inventory/Stock value: TBD
- Employees: TBD
- This is plaza has: An office building, Fully Operational Gas Station With Store And A Drive-Thru. Currently, There Are Agreements In Place With Esso, On-The-Run, And Tim Hortons.

## Cabin & Cottage Resort



**Location:** Hamilton, Ontario

**Asking Price:** \$5,200,000

### Property Information

- Total Area: 1.63 Acres
- 5 cottages, 2 winterized lofts, one home for owner/operator
- Office Area: 6,800 Sq Ft
- Retail Area: 2,000 Sq Ft

### Business Operation

- Sales Revenue: TBD
- Cash Flow: TBD
- Inventory/Stock value: TBD
- Employees: TBD



Art Gallery  
(Frame by Design)

**Location:** Whitby, Ontario

**Asking Price:** \$120,000

**Property Information**

- Property is LEASED
- Total Area: 2,300 Sq Ft

**Business Operation**

- Sales Revenue: TBD
- Cash Flow: TBD
- Inventory/Stock value: TBD
- Employees: TBD
- Support and Training for Buyer: Yes
- Framing shop in business for over 20 years located in downtown Whitby in the Entrainment district.



Transportation Management  
Software

**Location:** Online

**Asking Price:** \$5,500,000

**Property Information**

- Property is LEASED
- Total Area: 2,300 Sq Ft

**Business Operation**

- Sales Revenue: \$1,892,000
- EBITDA: \$884,000
- SDE: \$964,000
- Employees: 7
- Support and Training for Buyer: Yes
- The company develops in-house Software to deliver enhanced safety and compliance solutions for truck and fleet management companies across North America. FMCSA registered + ELD compliant. The company generates recurring revenue through a subscription based model and has a loyal customer base.





**Turnkey Beauty Salon  
in GTA**

**Location:** Greater Toronto Area, ON

**Asking Price:** \$339,000

**Property Information**

- Property is LEASED
- Total Area: 2,300
- Located in a plaza

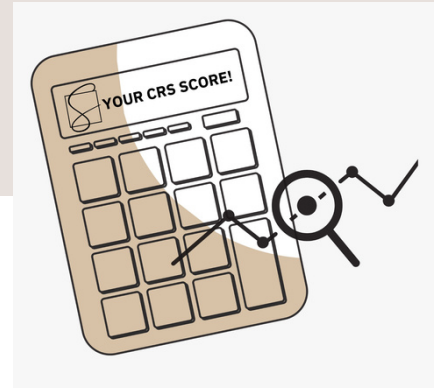
**Business Operation**

- Sales Revenue: \$500,000
- Cash Flow: TBD
- SDE: TBD
- Furniture/Fixtures: \$300,000
- Employees: 4
- Support and Training for Buyer: Yes
- Only permitted hair salon in the plaza, with 20 years in the same location. More than 15,000 clients, 4.7 star rating and 100+ reviews, winner of "Best Salon Award" for consecutive years, The company develops in-house Software to deliver enhanced safety and compliance solutions for truck and fleet management companies across North America. FMCSA registered + ELD compliant. The company generates recurring revenue through a subscription based model and has a loyal customer base.



## Announcements

In this section, we will introduce the latest materials including articles, documents, videos, and podcasts created by our sponsors Shekarian Law PC and/or Bay & Co.



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### To read

### To watch

### To use

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#### Articles authored by our Steering Committee:

- **Canadian study permit:** A paradoxical pathway to permanent residency, by Siavash Shekarian published by CILA on March 7, 2022
- **Canada's Start Up Visa Program:** The Good, the Bad, the Ugly, and the Future, by Siavash Shekarian published by CILA on February 23, 2022
- **Canadian Immigration:** The Importance of Fraud Prevention season, by Siavash Shekarian published By CILA on March 12, 2022

#### Canadian Chapter:

In this issue's "Inside look" section, we have fully explained about this programme. For further information, please read the article.

#### CRS Point Calculator:

SHEKARIAN LAW PC has developed a free tool to calculate CRS points under the Express Entry regime. This tool also provides live statistics drawn from the sources provided by IRCC to give the user a clear picture of his/her chances to immigrate to Canada under this immigration programme.

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Emad Radmanesh

## Steering committee

Siavash Shekarian

Melika Miran

Emad Radmanesh

Adib Tolouei

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## Contact

[contact@bizmmigration.ca](mailto:contact@bizmmigration.ca)

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