

Franchise & Distribution

Primary Contacts



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Our team of Franchise & Distribution attorneys helps businesses grow and expand across markets while navigating complex legal requirements.

We spend the time listening to our clients, learning their culture and industry, and understanding their objectives. Armed with that insight, we collaborate with our clients to craft tailored legal and business strategies. Whether you are a new franchisor, an established global brand, or a manufacturer or distributor navigating challenges, we provide the counsel you need to grow and protect your brand.

Our Franchise & Distribution Legal Services

Franchise Development and Compliance

- Preparing franchise agreements and related contracts tailored to your brand, industry, and growth model
- Preparing franchise disclosure documents (FDDs) and advising on disclosure and sales requirements
- Navigating state franchise registration and renewal requirements
- Ensuring compliance with Federal Trade Commission (FTC) regulations and state franchise laws and exemptions
- Supporting franchise renewals and terminations
- Negotiating with government agencies to resolve potential franchise regulatory violations
- Legal and compliance training for in-house legal departments, business development professionals, and franchise operations teams
- Drafting and negotiating vendor and supplier agreements
- Establishing advertising cooperatives and franchisee associations

Product Distribution

- Drafting and negotiating product distribution and sales agreements
- Advising on renewals and terminations
- Providing antitrust guidance

- Advising on product labeling requirements
- Addressing U.C.C. matters
- Managing product liability and warranty issues

Dispute Resolution

- Representing franchisors, manufacturers, and distributors in litigation, arbitration, and mediation
- Handling compliance, termination, and enforcement actions, including injunctions
- Advising on system-wide risk management to prevent, minimize, and resolve disputes

Cross-Border Expansion

- Navigating foreign disclosure and registration requirements
- Coordinating with global counsel to support US franchisors expanding internationally, and foreign franchisors entering the US
- Structuring master franchise and area development agreements for global markets
- Protecting trademarks and other intellectual property in international markets
- Advising on cross-border distribution and supply chain strategies

Related Business Counseling

- Mergers and acquisitions, corporate financing, corporate formation and maintenance, partnerships and joint ventures, and private equity and venture capital investments
- Trademark portfolio management, brand protection strategies, domain name protection, and other intellectual property support
- Antitrust, pricing, competition law, and consumer protection
- Advertising, marketing, contests and sweepstakes, labeling, and consumer protection
- Product development, co-branding, and co-manufacturing
- Real estate and leasing transactions
- Labor and employment
- Technology licensing
- Privacy and cybersecurity
- E-commerce
- Tax planning
- Insurance claims
- Environmental and land use