

Franchise and Distribution

Practices and Industries

PRIMARY CONTACTS

Deborah S. Coldwell

+1 214.651.5260

Robert A. Lauer

+1 512.867.8505

At Haynes Boone, we want you to focus on your growth and success and leave the franchise and distribution details to us. Tell us your must-haves and nice-to-haves on the road to achieving your goals, and we'll hit the ground running, focusing on results every step of the way.

We routinely represent companies in all franchise and distribution-related matters, including:

- Domestic and/or international franchise or distribution programs
- Disputes with franchisees and distributors
- Master franchising, area representative franchising and direct franchising
- Product distribution and licensing
- Joint venturing with a local party

We work proactively, addressing issues and communicating effectively with franchisee associations, franchisees, distributors and others to lessen the likelihood of litigation and to accomplish our clients' goals more quickly.

Clients rely on us to resolve litigation and arbitration claims in federal and state courts, and in domestic and international arbitrations. When possible, we work toward a business solution and advocate for our clients in mediations and other settlement proceedings to achieve the best results as efficiently as possible. When litigation is inevitable, clients know we'll bring an aggressive, results-oriented attitude to trial or arbitration.

We've worked with both those new to the field and those with an established international presence, helping them develop and expand their international franchise programs in more than 100 countries. Manufacturers seek our counsel in expanding their reach with distributors in upwards of 50 countries. We represent companies of all sizes – from start-ups with one company-owned location to global household name brands with more than 10,000 locations. Our clients come from all industries, from hotels to restaurants to product and service-based franchises and distribution networks.

Members of our team have real-world experience working in your industry, including as in-house counsel with franchise companies. Many of our lawyers have held leadership positions in national

and international franchising associations and we have a worldwide network of seasoned international franchise and distribution lawyers ready to help you reach your business goals. Whatever your needs are, you can trust us to get the job done.