

## FRANCHISE AND DISTRIBUTION

Practice

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### PRIMARY CONTACTS

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**Leave the franchise and distribution details to us so that you can focus on your growth and success.**

The members of the Franchise and Distribution Practice Group at Haynes and Boone have held leadership positions in the American Bar Association's Forum on Franchising and the International Franchise Association, and written and spoken at all the major franchise events.

We represent companies of all sizes – from start-ups with one company-owned location to global household name brands with over 10,000 locations. We also represent companies across all industries – from hotels to restaurants to product and service based franchises and distribution networks. Finally, we represent companies in all franchise and distribution-related matters – from developing and maintaining all aspects of domestic and/or international franchise or distribution programs to resolving disputes with franchisees and distributors.

Our franchise and distribution lawyers have experience in-house with franchise companies and outside in the real world working in the industries we serve, and we seek to combine business skill and legal knowledge to balance the business objectives and economic expectations of our franchise and distribution clients.

### **Expanding Internationally?**

We have vast experience developing and expanding international franchise programs in more than 100 countries, and routinely work with franchisors going international for the first time and franchisors who are already in upwards of 30 countries. We also routinely work with manufacturers expanding their international reach with distributors in upwards of 50 countries. Whether you are thinking about master franchising, area representative franchising, direct franchising, product distribution, product licensing or even joint venturing with a local party, we have seen and done it all, and we have a worldwide network of seasoned international franchise and distribution lawyers who help us help our clients across the globe.

### **Want to prevent a fight?**

Our franchise and distribution attorneys proactively work to address franchise and distribution program issues before system changes or business decisions lead to lawsuits. We understand the communication needed with franchisee associations, franchisees, distributors and others to lessen the likelihood of litigation and to accomplish our clients' goals more quickly.

### **Have a Fight on Your Hands?**

We handle and resolve litigation and arbitration claims in federal and state courts, and in domestic and international arbitrations. We will help you bring a business solution to a case when possible. We also work with clients in mediations and other settlement proceedings to achieve the best results in the most efficient manner. But when litigation is inevitable, we're fully prepared to go to trial or arbitration and to fight for your company. With an aggressive, results-oriented attitude, we are committed to meeting your business goals.