

PRACTICE OVERVIEW

Franchise and Distribution

Successful franchise and distribution networks are never static. Their capacity for rapid, continuous growth is a hallmark of franchising itself. From developing new programs to expanding more mature networks, franchises require agile and dynamic advisors to serve as stewards of growth and change to ensure their short- and long-term success.

Leveraging our team’s nuanced understanding of the franchise model and broader market trends, we advise brands across the franchise spectrum – from innovative startups to the world’s leading brands. We translate complex state and federal laws and requirements into practical market entry plans and growth strategies.

FACILITATING FRANCHISE SUCCESS

Agile, scalable global resources

We have built a truly international franchise and distribution practice to advise both US-based clients expanding abroad, as well as global clients looking to enter the US and other global markets. We understand that international relationships differ from domestic arrangements in important ways, and our global reach and experience facilitates multi-jurisdictional transactions without the need to rely on local firms.

Experience at the forefront of franchise law

Our lawyers are modern franchising pioneers. Working with state franchise law administrators, our lawyers were the principal authors of the Uniform Franchise Offering Circular (now called Franchise Disclosure Document) Guidelines and continue to assist with modifications. We also serve as general counsel to the International Franchise Association and continue to shape law through important precedent-setting franchise litigation and arbitration proceedings – all of which combine to deliver uniquely informed and experienced guidance.

Custom solutions to complex, transformative transactions

From the rapid global roll-out of new brands to establishing licensing programs and assessing potential M&A opportunities, we help clients maximize potentially transformative transactions.



Top Ranked

Franchising

*Chambers USA and
Chambers Global 2024*

Firm of the Year

Franchise

19 Years in a Row

Who’s Who Legal 2023

“For every question we have, they have the right answer and assist properly.”

Chambers USA

“DLA has a very practical and clear approach. ...”

Chambers USA

“The lawyers at DLA are very experienced and easy to work with.”

Chambers Global