



➤ *Franchising and Distribution*

Kohnen & Patton has a strong background in franchising and distribution. K&P serves as general counsel to franchisors and distributors. We also represent franchisees ranging in size from first time owners to large multi-unit franchisees with dozens of locations. Experience representing both franchisors and individual and multi-unit franchisees has given K&P attorneys a complete view of the franchise relationship and enhanced the services provided to both.

Our franchising and distribution services include:

- Franchise documentation, including franchise agreements, area and multi-unit development agreements, franchise option agreements and cooperative purchasing and advertising arrangements;
- Drafting, review and negotiation of distribution and sales representative agreements;
- Uniform Franchise Offering Circulars required to offer franchises for sale;
- Registration of franchisors with state authorities;
- Negotiations between franchisors and franchisee associations;
- Purchase, sale, and financing of franchised businesses;
- Enforcement of franchisors' intellectual property rights;
- Advising clients on sales, labeling, and advertising law compliance; and
- Franchise and dealer termination.