Franchise Licensing & Distribution

Our franchise team has experience in all aspects of franchising. We bring a practical, business-focused approach to assisting with franchise issues, and a thorough understanding and appreciation of the franchise business model and industry.

We regularly advise and assist franchisors in all of the following areas:

- preparing franchise agreements and associated documents
- preparing franchise disclosure documents and advising on disclosure law issues
- preparing and negotiating master franchise and area development agreements, and advising on expansion of franchise systems
- purchase and sale of individual unit franchises and entire franchise systems
- enforcing system compliance
- managing relationships with franchisees and franchise associations
- default and termination
- litigation and dispute resolution
- class action defence
- protection of trade-marks, copyrights and other intellectual property rights

As a collaborative team working across all of our offices, we have the expertise and bench strength to support franchisors and franchise systems in all areas of their business across Canada. Our franchise group routinely calls on our firm's other practice areas to assist our franchise clients in realizing their business goals, including:

- intellectual property
- competition
- real estate and commercial leasing
- advertising, marketing & sponsorship
- information technology and privacy
- labour and employment

Our national reach and extensive range of practice areas and specializations ensure that our franchise clients get the expert advice they need, where and when they need it.

We work with franchisors of all sizes, from start-ups to national and international systems, in every sector of the franchise industry. Our franchise clients include some of Canada's largest franchisors, and cover industries such as food and beverage, quick service restaurants, hotels, resorts and hospitality, retail sales, automotive sales, parts and service, fitness and personal training, sports, outdoor recreation, health care, early childhood education, building cleaning and maintenance and commercial services.

Our franchise team writes and speaks regularly on issues in franchising, and has contributed articles to numerous publications, including *The Franchise Voice*, *Franchising World*, betheboss.ca, *Franchise Canada*, *The Globe and Mail*, *Western Investor*, *Canadian Business Franchisor* and the *Canadian Business Franchise Directory.*

Experience

- Advise OEMS on regulatory issues and dealer/franchise matters.

BLG | Canada's Law Firm

As the largest, truly full-service Canadian law firm, Borden Ladner Gervais LLP (BLG) delivers practical legal advice for domestic and international clients across more practices and industries than any Canadian firm. With over 800 lawyers, intellectual property agents and other professionals, BLG serves the legal needs of businesses and institutions across Canada and beyond – from M&A and capital markets, to disputes, financing, and trademark & patent registration.

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