



## Franchise Times® LEGAL EAGLES®

# MEET OUR AROUND- THE-CLOCK LAWYERS

Every reporter knows that only one group of people will actually pick up their phones just about any time someone calls: lawyers. When you're working on the clock for clients, it seems, you're available early, late and in between, and you have no problem providing a quote for a story on the side. This knowledge comes in handy on a Wednesday afternoon just before Thanksgiving, or a Friday afternoon in July, when a deadline looms.

So it was no surprise when compiling this ranking, our annual list of Franchise Times Legal Eagles, when person after person mentioned superb client service as a reason to nominate their favorite franchise attorney. Our annual list relies heavily on the quantity and quality of nominations, especially from clients, and many attorneys on our ranking received accolades numbering in the double digits.

It wasn't too shocking—although it made

us a bit tired—when some of the attorneys we interviewed said they worked 80 hours a week or straight through the weekend. Franchise attorneys, and especially the top people in the field, as our Legal Eagles are, do whatever it takes.

But our interviews with two trios of Legal Eagles, which we drew from this year's new inductees into the Hall of Fame and conducted during the International Franchise Association's annual convention in February, took several unexpected turns. In the course of any 24-hour period, these franchise attorneys might be studying to become a gestalt therapist (Joseph Adler), or dreaming about being a wedding gown designer (Nina Greene), or thinking about piloting a boat in the Virgin Islands (Joel Buckberg.)

They might be waking up at 2 a.m. to

research an unorthodox legal tactic (Stuart Hershman), or checking for antitrust cases popping up in franchising (Quentin Wittrock), or accepting an award from the IFA recognizing women in leadership (Amy Cheng). Then again, they could be showing off their Michigan tattoo, or recalling the time they

were "sweating bullets" when a fraud case arose around documents they had certified.

Peek behind the scenes of our Franchise Times Legal Eagles, and everyone will find the same thing: Dedicated professionals, available whenever their clients

need them, steeped in knowledge about all things franchising—with plenty of interesting aspirations and outlets beyond the boardroom or courtroom. We'll call them 24/7/365 attorneys, and we salute the 2016 class. **ET**

**RESEARCH  
BY JENNY  
RAINES**

—Beth Ewen



## U.S. LEGAL EAGLES®

Name	Firm	Location	Represents	Specialty
Karen Abrams	Paris Ackerman & Schmierer LLP	Roseland, NJ	Both	Transactional
Lee Abrams	Mayer Brown LLP	Chicago, IL	Both	Litigation
Michael Ackerman	Paris Ackerman & Schmierer LLP	Roseland, NJ	Franchisees	Transactional
Kevin Adams	Mulcahy LLP	Irvine, CA	Franchisors	Litigation
David Allsman	Fisher Zucker	Philadelphia, PA	Franchisors	Litigation/ Transactional
Bethany Appleby	Wiggin and Dana LLP	New Haven, CT	Franchisors	Litigation
David Azrin	Gallet, Dreyer & Berkey LLP	New York, NY	Both	Litigation/ Transactional
Rupert Barkoff	Kilpatrick Townsend Stockton LLP	Atlanta, GA	Both	Transactional

Name	Firm	Location	Represents	Specialty
Gary R. Batenhorst	Cline Williams Wright Johnson & Oldfather, LLP	Omaha, NE	Both	Transactional
Allison S. Becht	Marks & Klein LLP	Red Bank, NJ	Both	Transactional
Andy Beilfuss	Quarles & Brady	Milwaukee, WI	Franchisors	Litigation/ Transactional
John Berg	Monroe Moxness Berg PA	Minneapolis, MN	Both	Transactional
David Beyer	Quarles & Brady	Tampa, FL	Franchisors	Transactional
Andrew P. Bleiman	Marks & Klein LLP	Chicago and Northbrook, IL	Both	Litigation/ Transactional
Barry Blum	Genovese, Joblove & Battista PA	Miami, FL	Both	Litigation
Michael Brennan	DLA Piper	Chicago, IL	Franchisors	Transactional

# HIGH CALIBER FRANCHISE LAWYERS.

Representing over 150 franchised brands, private equity and multi-unit franchisees, FisherZucker is proud to have six lawyers designated as Legal Eagles in 2016.

Pictured (clockwise from top right): Lane Fisher, Jeff Zucker, William Graefe, Joe Dunn, Megan Center, Dave Allsman



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## U.S. LEGAL EAGLES®



Name	Firm	Location	Represents	Specialty
Jeffrey Brimer	Alexius, LLC	Denver, CO	Franchisors	Transactional
Alejandro Brito	Zarco, Einhorn, Salkowski & Brito, P.A.	Miami, FL	Franchisees	Litigation
Josh Brown	Law Office of Josh F. Brown LLC	Carmel, IN	Both	Litigation/ Transactional
Tim Bryant	Preti Flaherty	Portland, ME	Franchisors	Litigation
Joel Buckberg	Baker, Donelson, Bearman, Caldwell & Berkowitz	Nashville, TN	Both	Transactional
Kerry Bundy	Faegre Baker Daniels	Minneapolis, MN	Franchisors	Litigation
Howard E. Bundy	Bundy Law Firm PLLC	Woodinville, WA	Both	Litigation/ Transactional
Chris Bussert	Kilpatrick Townsend Stockton LLP	Atlanta, GA	Franchisors	Litigation
Andrew A. Caffey	Caffey Law Firm LLC	Bethesda, MD	Both	Transactional

Name	Firm	Location	Represents	Specialty
David Cahn	Whiteford Taylor & Preston LLP	Baltimore, MD	Both	Transactional
Annie P. Caiola	Slotkin & Caiola, LLC	Decatur, GA	Franchisors	Litigation/ Transactional
Carmen Caruso	Carmen D Caruso Law Firm	Chicago, IL	Franchisees	Litigation
Megan Center	Fisher Zucker	Philadelphia, PA	Franchisors	Transactional
Amy Cheng	Cheng Cohen LLC	Chicago, IL	Franchisors	Transactional
Harris J. Chernow	Reger Rizzo & Darnall LLP	Philadelphia, PA, Mt Laurel, NJ and Wilmington, DE	Both	Litigation/ Transactional
Darci Cohen	Genovese Joblove & Battista PA	Miami, FL	Franchisors	Litigation
Fredric A. Cohen	Cheng Cohen LLC	Chicago, IL	Franchisors	Litigation

# EXEMPLARY

# WINGSPAN



JOHN BERG



RANDY EVANS



RICK GIBSON



SCOTT HUSABY



DENNIS MONROE



JIM WAHL

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MORE THAN A LAW FIRM

## U.S. LEGAL EAGLES®



Name	Firm	Location	Represents	Specialty
Deborah Coldwell	Haynes and Boone LLP	Dallas, TX	Franchisors	Litigation
Christine Connelly	Wiley Rein LLP	Washington D.C.	Franchisors	Transactional
Ken Costello	Bryan Cave LLP	Los Angeles, CA	Franchisors	Transactional
Leslie Curran	Plave Koch PLC	Reston, VA	Franchisors	Transactional
J. Michael Dady	Dady & Gardner	Minneapolis, MN	Franchisees	Litigation
Michael Daigle	Cheng Cohen LLC	Chicago, IL	Franchisors	Transactional
Ken Darrow	Kenneth F. Darrow PA	Miami, FL	Both	Transactional
Gerard Davey	Davey Law Corp.	Newport Beach, CA	Both	Transactional
Jennifer Debrow	Gray Plant Mooty	Minneapolis, MN	Franchisors	Transactional

Name	Firm	Location	Represents	Specialty
John Dienelt	Quarles & Brady	Washington, DC	Franchisors	Litigation
Bryan W. Dillon	The Law Offices of Bryan W. Dillon	Occidental, CA	Franchisees	Litigation/ Transactional
Elizabeth Dillon	Gray Plant Mooty	Minneapolis, MN	Franchisors	Transactional
Pete Dosik	Shipe Dosik Law LLC	Atlanta, GA	Both	Transactional
Mike Drumm	Drumm Law LLC	Denver, CO	Franchisors	Transactional
Abhishek Dube	DLA Piper	Reston, VA	Franchisors	Transactional
Joseph Dunn	Fisher Zucker LLC	Philadelphia, PA	Franchisors	Litigation/ Transactional
Gary Duvall	Dorsey & Whitney	Seattle, WA	Both	Transactional
Michael Einbinder	Einbinder Dunn & Goniea LLP	New York, NY	Both	Litigation
Robert Einhorn	Zarco, Einhorn, Salkowski & Brito, P.A.	Miami, FL	Both	Litigation
Randy Evans	Monroe Moxness Berg PA	Minneapolis, MN	Both	Transactional
Marisa Faunce	Plave Koch PLC	Reston, VA	Franchisors	Transactional
Steven Feirman	Nixon Peabody	Washington, DC	Franchisors	Transactional
Jeffrey L. Fillerup	McKenna Long & Aldridge LLP	San Francisco, CA	Both	Litigation

“**Darci Cohen** is amazingly dedicated to all that she does. Her leadership has been demonstrated by, among other things, her appointment as the American Bar Association young lawyers division liaison to the Forum on Franchising.”



**Kenneth R. Costello**

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- Practice Areas:**
- Franchise
  - International
  - Trademarks

### Partner Bryan Cave LLP

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Ken Costello is a California Bar-certified specialist in franchising, whose expertise includes: structuring and negotiating complex domestic and international franchises and licenses; regulatory compliance; and trademark law. He speaks and writes frequently on franchising topics and co-authored a leading franchise law treatise and the new Bloomberg BNA 'Franchising' Portfolio. Recognized by Chambers USA and Global, and by the International Who's Who of Franchise Lawyers as one of the "most highly regarded franchise lawyers globally."



**Jonathan Solish**

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**Practice Areas:**

- Franchise and Distribution
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- Class and Derivative Actions
- International Arbitration

### Partner Bryan Cave LLP

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Jonathan Solish is a certified franchise law specialist who has represented franchisors for 40 years. In 2015, he co-moderated an ABA plenary panel with David Weil, Administrator of the Wage & Hour Division of the U.S. Department of Labor, and Richard Griffin, General Counsel of the NLRB, on franchisors' liability as employers of their franchisees and their employees. He is the author of *Franchising* with Ken Costello (Bloomberg BNA 2014), served as Editor-in-Chief of the *Franchise Law Journal*, and has published scores of articles and chapters on franchise legal issues. He has litigated significant franchise disputes across the country and has advised on substantial acquisitions of franchise companies.







## Carmen D. Caruso Law Firm



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### Carmen D. Caruso

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- Trial, Appeals, Arbitration
- Franchise, Dealership & Distribution
- Business & Employment Litigation



## Cassels Brock & Blackwell LLP



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Frank Robinson advises Canadian and international companies on all matters relating to franchising, licensing and distribution, including structuring and expansion strategies, legal, regulatory and compliance with Canadian franchise disclosure legislation. He is a frequent speaker and participant at international and domestic franchise industry events, sits on the steering committee of the ABA Forum on Franchising's International Division and the Canadian Franchise Association Law Day committee, and has written extensively on franchise matters. Frank is recognized as a leading franchise lawyer in Canada by both *Best Lawyers* and *Who's Who Legal*.

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- Intellectual Property & Trademarks
- Licensing & Distribution



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#### A RECORD OF SUCCESS

Derek Ronde has served as counsel for numerous prominent Canadian franchisors and licensors, and has worked on a variety of high-profile class proceedings, injunctions, appeals, and other litigation matters on behalf of franchise clients. He is on the executive of the Franchise Law Section of the Ontario Bar Association, formerly served on the executive of the OBA Class Actions Section, and is a member of the Canadian Franchise Association Law Day committee. Derek is a frequent speaker, chair and participant at franchise industry events, and has written extensively on franchise and class action-related matters. Derek is recognized as a leading franchise lawyer by the *Canadian Legal Expert Directory* and *Who's Who Legal*.

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#### A RECORD OF SUCCESS

Geoff Shaw is a senior franchise litigator with significant experience leading a team of lawyers that represents franchisors in all manner of disputes – mediation, arbitration and litigation – from enforcement of franchise agreements to defending franchisors in class actions. He is recognized as a leading franchise lawyer by the *Canadian Legal Expert Directory*, *Who's Who Legal* and *Best Lawyers* and is the Head Instructor for the Franchise Law Course at Queen's University Law School. Geoff is completing his second term as a member of the IFA's Legal Symposium Task Force and sits on the Canadian Franchise Association's Government Relations Committee. Geoff holds an LLM (ADR) and regularly speaks and contributes articles on franchise law.

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- Franchise Litigation



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#### A RECORD OF SUCCESS

Larry Weinberg has a reputation for excellence in franchise law, representing local, national and international companies regarding their Canadian franchise law needs. Larry was the first Canadian lawyer to be appointed Director of the ABA Forum on Franchising's International Division, and co-edited the ABA book titled "Fundamentals of Franchising – Canada". Larry is Chair of the IFA's Supplier Forum Advisory Board, past Chair of the Ontario Bar Association's Franchise Law Section, and Vice-Chair of the IBA's Committee on Franchising. U.K.-based *Who's Who Legal* ranked Larry the one and only worldwide "Franchise Lawyer of the Year" for 2014 and 2015.

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#### Practice Areas:

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- Intellectual Property & Trademarks
- Licensing and Distribution



## Corporon and Katz



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Michael Katz, senior partner at Corporon and Katz, has been practicing franchise law for over 30 years. He handles transactional work in franchising, real estate and business. In addition to providing consultative services to franchisors and franchisees, Mr. Katz has authored numerous articles on franchising. He serves as a franchise educator in both the university and private setting for contract law, case management and case studies. Also, Mr. Katz has an AV rating from Martindale-Hubbell.

### Michael J. Katz

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#### Practice Areas:

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- Transactional work
- Real estate





# SHARING TALES OF LIFE AND LAWYERING

*Gather three new Hall of Famers, and what do you get? A licensed boat captain. An aspiring gestalt therapist. And a would-be contestant on the TV show American Ninja Warrior—if she could only find the time to work out.*

**FT:** Congratulations to you, three of our new inductees into the Legal Eagles Hall of Fame. As you know, that means you've made our Legal Eagles ranking 10 years in a row, and now I will ask you: What is your claim to fame as an attorney, the thing for which you'd like to be known?

**Amy Cheng, Cheng Cohen:** For starting Cheng Cohen in 2007. It was simple stupidity or lack of sense [laughs]. I really wanted to focus on franchising so it made sense.

**Joseph Adler, Hoffer Adler:** I came from a big firm. In 2004 we started our franchise boutique firm and I never looked back. We had nothing. We started from zero.

**Amy Cheng:** I still remember my first day. We walked from DLA Piper in Chicago, with empty boxes and put them on a table, and then we put a big bucket of KFC on the box.

**FT:** You literally walked from DLA to your new space the same day?

**Amy Cheng:** Yes! I had to work, right? I couldn't take a day off.

**Joel Buckberg, Baker, Donelson:** I left after 26 years as an in-house lawyer at Cendant, which broke itself up. I didn't want to continue to live in New Jersey, either. I went back into private practice in Tennessee, and had the opportunity to look at franchising as an industry. I created an adaptive model of industry service. It brings everything together under one roof.

**FT:** To the two firm founders, what's one thing you wish "they" would have told you, about being an entrepreneur?

**Amy Cheng:** The hardest thing I have had to do is to get together a great crew. I was at the IFA five or six years ago, and the speaker said, you have to get the wrong people off the bus. Now we have a great team, but that's hard to do.

**Joseph Adler:** The first time I terminated a client was difficult. I don't mean I killed them [laughs]. But if this person is not making my life better...



▲ Left to right: Joseph Adler, Hoffer Adler; Amy Cheng, Cheng Cohen; and Joel Buckberg, Baker Donelson, are new inductees into the Legal Eagles Hall of Fame.

**FT:** They have to go?

**Joseph Adler:** You learn a lot through those experiences.

**Amy Cheng:** I now do due diligence before I accept a client.

**FT:** Joel, what is your lesson learned from being at Cendant?

**Joel Buckberg:** I came from an intense service culture. Cendant was a very big franchisor, very sales-driven. I realized business culture had advanced past franchise private practice. Other leaders in my firm saw the

same thing, the need to offer much better client service.

**FT:** What's been your worst day ever as an attorney?

**Joseph Adler:** I was an associate and I was working for a well-known lawyer in Toronto. He was a miserable man. We had to make a long distance call, and I didn't know the calling code. I said I'd run to my office and get it. He pulls out his wallet and waves it in front of his face. "We're losing money," he said. It was the first time I walked out on



someone. When I came back the next day he apologized profusely, but that was when I determined I had to leave. The worst day ever turned out to be an opening for me.

**Joel Buckberg:** When I was an in-house lawyer I was in charge of the FDDs, and that included certifying that all was correct. Three months later fraud was found. I was sweating bullets because I had certified those documents. Living through that was horrible. Ultimately the CEOs of the other company went to jail.

**Amy Cheng:** Within the last six months I had a long-time great client, and he got into huge financial trouble. It's a bad feeling. It's almost like a family member.

**FT:** OK, flip side. What's your best day ever as an attorney?

**Joel Buckberg:** When I left the office early the other day to see my new granddaughter.

**FT:** Lovely! Is that your first?

**Joel Buckberg:** Yes, she's in Denver.

**Joseph Adler:** For me it wasn't one day, it was gradual, when you realize that you develop an expertise over time. I'm always struck when people say, what do you think, and I think, why are you asking me? It's a gradual carving out of a specialty.

**Amy Cheng:** Once again I'll use short-term memory. I received the Crystal Compass award, yesterday at the International Franchise Association convention. The award is for leadership in franchising. As an attorney I have the legal background, but with management and leadership, that one I had no training for.

**FT:** So how did you learn those leadership skills?

**Amy Cheng:** I think my husband would tell you I was born telling people what to do [laughs.] When you're running a firm it's a challenge. You're motivating millennials and boomers.

**FT:** Joel, you're nodding in agreement.

**Joel Buckberg:** Maybe I have the most gray hair of the group, but the generational change, previously it was gradual. Today the difference between boomers and millennials is dramatic, and as Amy says, the clients now are millennials.

**FT:** Who is your favorite Supreme Court justice?

**Joseph Adler:** I'm Canadian, so what do I care? I'll say Bora Laskin, who served on the Supreme Court of Canada. I enjoyed reading his judgments.

**Joel Buckberg:** I'm a big Scalia fan, and I have a story about him. One of my partners decided she'd had enough of practicing law, and they quit to be entrepreneurial and opened a pizza restaurant in East Nashville. One day there were three gentlemen in black suits, earpieces and sidearms. They walk in

## HALL OF FAME 2016

*Franchise Times welcomes these 11 attorneys to the new 2016 Hall of Fame, indicating attorneys who have made the Legal Eagles list for 10 years in a row.*

- *Nina Greene, Genovese Joblove & Battista*
- *Stuart Hershman, DLA Piper*
- *Joseph Adler, Hoffer Adler*
- *Amy Cheng, Cheng Cohen*
- *Gary Duvall, Dorsey & Whitney*
- *Michael Gray, Gray Plant Mooty*
- *Quentin Wittrock, Gray Plant Mooty*
- *Joel Buckberg, Baker, Donelson, Bearman, Caldwell & Berkowitz*
- *Max Schott II, Gray Plant Mooty*
- *Joel Siegel, Dentons US*
- *Rachel Stark, Stark & Stark*

and look around, and then who walks in but Antonin Scalia. This had to be the only pizza restaurant owned by two lawyers, and a Supreme Court justice walks in. Apparently everywhere he went he looked for the best pizza in town.

**Amy Cheng:** Justice Ginsburg is a foodie too. I've met her. I was amazed at how approachable she is.

**FT:** What's your workday "uniform?"

**Joseph Adler:** You're looking at it: Jeans, sportcoat, shirt. I've got a lot of ties hanging on the back door of my office, just in case I need to grab one for court.

**Joel Buckberg:** I'm an old-school suit guy.

**FT:** Who would play you in your film biography?

**Joel Buckberg:** Seth Rogan.

**Joseph Adler:** They say I look like Michael Douglas when he was younger.

**Amy Cheng:** I have no idea.

**FT:** What are you reading, following or listening to these days?

**Joel Buckberg:** I'm a hockey fan, so I'm following the Nashville Predators. I'm keeping one eye on the election, which is getting scarier and scarier.

**Joseph Adler:** In my free time I'm training to become a gestalt therapist. I'm in year four of a five-year program. I like the study of relationships. When I retire I want to do something different.

**FT:** Describe the "gestalt" part.

**Joseph Adler:** It's relational. It's not about objectifying clients. It's what are you experiencing right now.

**Amy Cheng:** The only thing I'm following is American Ninja Warrior, the TV show. I have little ones at home.

**FT:** What's the best advice you give to clients?

**Joseph Adler:** No matter how well drafted the agreement is, it's about the relationship. Keep me right by your side. Engage me as much as you can.

**FT:** What are the cases or legal issues you're watching closely?

**Joel Buckberg:** We're watching the evolution of joint employer exposure. You do not want to be employers of the franchisee's employees.

**"There are no shortcuts in franchising. You can't shortcut your way to success."**

*Joel Buckberg, Baker, Donelson*

**FT:** If you weren't a franchise attorney, you would be...

**Joseph Adler:** A therapist.

**Amy Cheng:** An American Ninja Warrior. I'd work out constantly.

**FT:** I've seen those contestants. They have abs of steel.

**Joel Buckberg:** I'm a licensed captain and I'd love to be running tour boats in the Virgin Islands.

**FT:** Now there's an image to end on.

—Interview by  
Beth Ewen



## U.S. LEGAL EAGLES®



Name	Firm	Location	Represents	Specialty
Lane Fisher	Fisher Zucker LLC	Philadelphia, PA	Both	Litigation/ Transactional
Joe Fittante	Larkin Hoffman	Minneapolis, MN	Franchisors	Transactional
John W. Fitzgerald	Gray Plant Mooty	Minneapolis MN	Franchisors	Transactional
Constantine Fournaris	Wiggin and Dana LLP	Philadelphia, PA	Franchisors	Litigation/ Transactional
Ronald Gardner	Dady & Gardner	Minneapolis, MN	Franchisees	Litigation/ Transactional
W. Michael Garner	Garner & Ginsburg	Minneapolis, MN	Franchisees	Litigation
Eleanor Gerhards	Fox Rothschild LLP	Warrington, PA	Both	Transactional
Rick Gibson	Monroe Moxness Berg PA	Minneapolis, MN	Both	Transactional
Jan Gilbert	Gray Plant Mooty	Washington, DC	Franchisors	Transactional
Eric Goldberg	Stark & Stark	Lawrenceville, NJ	Franchisors	Transactional

Name	Firm	Location	Represents	Specialty
James Goniea	Einbinder Dunn & Goniea LLP	NYC/ Philadelphia, PA	Both	Litigation
John R. Gotaskie, Jr.	Fox Rothschild LLP	Pittsburgh, PA	Both	Litigation/ Transactional
William R. Graefe, III	Fisher Zucker LLC	Philadelphia, PA	Franchisors	Litigation/ Transactional
Michael R. Gray	Gray Plant Mooty	Minneapolis MN	Franchisors	Litigation/ Transactional
Nina Greene	Genovese Joblove & Battista PA	Miami, FL	Franchisors	Litigation
Alan R. Greenfield	Greenberg Traurig	Chicago, IL/ Miami, FL	Franchisors	Transactional
Richard Greenstein	DLA Piper	Atlanta, GA	Franchisors	Transactional
Tal Grinblat	Lewitt Hackman	Los Angeles, CA	Both	Transactional
Matthew Gruenberg	Barnes & Thornburg LLP	Los Angeles, CA	Franchisors	Transactional

## Expanding Your Horizons

Akerman salutes 2016 Legal Eagles, Warren Lee Lewis and Charlene York, who can help you expand your horizons in all aspects of franchising.



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## WIGGIN AND DANA Congratulates its 2016 Legal Eagles

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## U.S. LEGAL EAGLES®



Name	Firm	Location	Represents	Specialty
Susan Grueneberg	Snell & Wilmer LLP	Los Angeles, CA	Franchisors	Transactional
Jeff Haff	Dady & Gardner	Minneapolis, MN	Franchisees	Litigation
Lynne Hanson	Moye White LLP	Denver, CO	Franchisors	Transactional
Kevin Hein	Faegre Baker Daniels LLP	Denver, CO	Franchisors	Transactional
Barry M. Heller	DLA Piper	Reston, VA/ Washington, DC	Franchisors	Litigation
Stuart Hershman	DLA Piper	Chicago, IL	Franchisors	Transactional
John Holland	Dady & Gardner	Minneapolis, MN	Franchisees	Litigation
Ann Hurwitz	Baker & McKenzie LLP	Dallas, TX	Franchisors	Transactional
Scott Husaby	Monroe Moxness Berg PA	Minneapolis, MN	Both	Transactional

Name	Firm	Location	Represents	Specialty
Michael D. Joblove	Genovese Joblove & Battista PA	Miami, FL	Franchisors	Litigation
Keith Kanouse	Kanouse & Walker PA	Boca Raton, FL	Both	Transactional
Daniel S. Kaplan	Rachlis Duff Adler Peel & Kaplan, LLC	Chicago, IL	Both	Litigation/ Transactional

“ Ron Gardner is probably the best franchisee representative in the country when it comes to business-oriented results for all parties involved.”



Selected as **Legal Eagles 2016**



Zarco Einhorn Salkowski & Brito, P.A. wishes to congratulate four of our partners, Robert Zarco, Robert Einhorn, Robert Salkowski and Alejandro Brito, for being selected as Legal Eagles in 2016! This distinction is in recognition of the firm's high-level of professional success. On behalf of everyone at Zarco Einhorn Salkowski & Brito, P.A.,

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Joyann Kenny	Marks & Klein LLP	Red Bank, NJ	Franchisors	Transactional
William Killion	Faegre Baker Daniels	Minneapolis, MN	Franchisors	Litigation
Mark Kirsch	Gray Plant Mooty	Washington, DC	Franchisors	Transactional
Peter J. Klarfeld	Gray Plant Mooty	Washington, DC	Franchisors	Litigation
Justin Klein	Marks & Klein LLP	Red Bank, NJ	Both	Litigation/ Transactional
Gaylen Knack	Gray Plant Mooty	Minneapolis, MN	Franchisors	Transactional
Dave Koch	Plave Koch PLC	Reston, VA	Franchisors	Transactional

Name	Firm	Location	Represents	Specialty
Scott Korzenowski	Dady & Gardner	Minneapolis, MN	Franchisees	Litigation
Beata Krakus	Greensfelder, Hemker & Gale PC	Chicago, IL	Franchisors	Transactional
Matthew Kreuzer	Howard & Howard	Las Vegas, NV	Both	Transactional
Peter C. Lagarias	Lagarias & Napell, LLP	San Rafael, CA	Franchisees	Litigation
Nancy Lanard	Spadea, Lanard and Lignana	Philadelphia, PA	Both	Transactional
Norman Leon	DLA Piper	Chicago, IL	Franchisors	Litigation
Benjamin A. Levin	Hyland Levin LLP	Marlton, NJ	Franchisors	Transactional
Warren Lee Lewis	Akerman LLP	Washington, DC	Both	Transactional
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## Dale & Lessmann LLP

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Co-chair, Franchise Practice Group. Solicitor and Registered Trademark Agent. Chad is an advisor to domestic and foreign franchise companies, manufacturers, distributors, licensors, advertisers, marketers, gaming operators and IT service providers. He is a regular writer and speaker for industry publications and events, including contributing a bi-weekly franchise blog to one of Canada's national newspapers. Chad has been recognized in a number of publications for his work in franchise law, including *Best Lawyers in Canada*, *Who's Who Legal: Canada and Lexpert*.

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- Intellectual Property & Trademarks
- Corporate/Commercial
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Co-chair, Franchise Practice Group. Litigator. Advisor to employers, insurers, manufacturers, distributors, licensors and franchise companies. Chair, Franchise Law Section, Ontario Bar Association. Author, speaker and advocacy instructor. Jeff has 27 years of experience in commercial litigation, including appearances before the Superior Court of Justice and the Court of Appeal for Ontario. Jeff has been recognized in a number of publications for his work in franchise law, including *Who's Who Legal: Canada and Lexpert*. Most Frequently Recommended. He was named *The Best Lawyers in Canada 2014 Toronto Franchise Lawyer of the Year*.

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- Commercial litigation with an emphasis on:
- Franchise and distribution
  - Real estate
  - Employment
  - Professional malpractice

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## Drumm Law, LLC

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Mike Drumm is different - in a good way. The clients of Drumm Law repeatedly comment that Mike offers them a business perspective when giving them legal advice. He is not your typical franchise attorney. His practice is relationship-driven; he strives to not only to provide legal solutions, but legal solutions that mesh with his clients' business needs. He is a partner with business, and as their "outside general counsel," he strives to see the big picture of their business so that he can offer practical and effective solutions for their day-to-day legal needs.

Mike founded Drumm Law so that he could provide the service that his clients need, not the service that a big law firm thinks they need. Drumm Law is based upon the principles of maintaining low overhead and leveraging technology to provide affordable legal services to its clients.

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Michael Einbinder is a founding member of Einbinder Dunn & Goniea LLP. He is a member of the American Bar Association Forum on Franchising, the International Franchise Association and other prominent franchise organizations, as well as a frequent speaker at leading franchise industry events. An author in numerous publications, he has contributed a chapter to the "Franchise Litigation Handbook," and to "Covenants Against Competition in Franchise Agreements," both published by the ABA Forum on Franchising. Michael Einbinder also serves as an arbitrator in franchise cases for the American Arbitration Association.

Einbinder Dunn & Goniea handles litigation, arbitration, and mediation nationwide for both franchisors and franchisees (including associations). The firm also represents start-up and established franchisors in franchise development and regulatory compliance. In addition, Einbinder Dunn & Goniea represents multi-unit and single unit franchisees in transactional and real estate matters of all kinds.

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- Business/Corporate Law
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Jim Goniea is a partner of Einbinder Dunn & Goniea LLP. He has over twenty years' experience litigating on behalf of, and providing counsel to, many of the most prominent names in franchising. In addition, Mr. Goniea has served as General Counsel for one of the nation's most well-known franchise brands. Mr. Goniea's extensive experience in the area of franchise law allows him to view complicated issues from many angles to help clients efficiently achieve the best results. Mr. Goniea has published extensively on franchise law issues and is the co-author of the Annual Franchise and Distribution Law Developments 2012 and the Chapter on "Termination, Non-renewal and Transfer" in The Franchise Law Compliance Manual, 2nd Edition. He currently serves as the Publications Officer for, and a member of, the Governing Committee of the ABA Forum on Franchising.

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A Partner of Einbinder Dunn & Goniea, Julianne Lusthaus has been practicing law since 1996. She has significant experience representing franchise and business clients in transactions and disputes including representing franchisor and franchisee clients in all aspects of their franchise relationship. Julianne Lusthaus is a member-elect of the Governing Committee of the ABA Forum on Franchising. She has published extensively on franchise law issues and is the co-author of the chapter on "Representing Franchisees" in the Fundamentals of Franchising, 4th Edition. Julianne Lusthaus is also a frequent speaker on franchise issues at events hosted by various organizations including the ABA, the IFA and the NYS Bar Association.

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# THREE OFFER A LOOK BEHIND THE SCENES

*Three of our new Hall of Famers show there's a lot that goes on beyond the courtroom or the boardroom—like a passion for vintage posters, a dream to be a wedding gown designer, and a penchant for the Iowa Hawkeyes.*

**FT:** Congratulations on making the Legal Eagles Hall of Fame.

**Nina Greene, Genovese, Joblove & Battista:** Does that mean we're old?

**FT:** It means you're at least 10 years old, and you've been on the Franchise Times Legal Eagles ranking 10 years in a row. So first question: What's your claim to fame as a franchise attorney?

**Stuart Hershman, DLA Piper:** I believe with all due respect to all of my friendly competition, the most important thing to me is client service. I work many hours a day, seven days a week. And I tell clients and potential clients, that no one will out-service me.

**Nina Greene:** I, too, am a bit like Stuart, and maybe that's why we are friends. I am always there for my clients.

**Quentin Wittrock, Gray Plant Mooty:** What distinguishes my practice and my practice group is our teamwork approach. We are very collaborative with each other. And I have a particular specialty which is the intersection of franchise law, representing franchisors, and disputes, and I have a narrower specialty than that, involving antitrust and pricing. I can specialize in complex cases. I have close personal relationships with clients. We focus on a client's holistic needs.

**FT:** What was your worst day ever as a franchise attorney?

**Quentin Wittrock:** I've taken many cases to a jury trial or arbitration. And when you lose a case, that's as hard as it gets. When the decision goes against your client, it hurts, because you know what the client is going through.

**Stuart Hershman:** The most stressful thing is the standards I impose on myself are exceedingly higher than anybody could impose on me. And over the years there have been several high-profile projects, and there have been some in which every issue is an issue of first impressions—there's no guidance. I'm a person that's insatiable for information. It's



▲ Left to right: Stuart Hershman, DLA Piper; Nina Greene, Genovese, Joblove & Battista; and Quentin Wittrock, Gray Plant Mooty, discussed the attorney's life with Franchise Times.

not unusual for me to come up with a new angle at 2 in the morning. The desire in all cases is to reach what is the exemplary decision. It's like—I'm never at peace.

**Nina Greene:** The worst day ever I had as an attorney, is the day I went to the office and found out that a partner of mine had passed away. We're a smaller firm than these two I'm sitting with. Our firm is much more of a family, so it was a trying time.

If you win and a case is reversed on appeal, that's hard. That happened once and I remember it clearly.

**FT:** What about your best day as an attorney?

**Nina Greene:** I love my job, so going to the office every day is a great day. The flip side of what I said before—winning a really hard argument in front of a judge, and particularly an oral argument, is a really good feeling.

**Stuart Hershman:** I wouldn't say I had a best day. I am a self-admitted workaholic, and I've been that way since high school. I revel in it. I do it every day, at the end of the day when I reflect or am doing my time





▲ “It’s not a hobby, it’s a sickness,” Stuart Hershman says about his vintage poster collection. He has “hundreds and hundreds” of them, including in his office.

sheet, I say, Wow, how fortunate am I to work with the clients I did today.

**FT:** Who’s your favorite Supreme Court justice, past or present?

**Stuart Hershman:** Earl Warren, because when I was in high school I was fascinated with the Kennedy assassination, and I read the entire Warren commission report.

**FT:** And do you believe there was a conspiracy?

**Stuart Hershman:** There’s no question in my mind that there was a conspiracy.

**Nina Greene:** I’d be hard-pressed to choose between the four female Supreme Court justices. I believe they are all trailblazers. However, if pressed, I would ultimately say that Ruth Bader Ginsburg would be my choice given her role as a lifelong advocate for women’s rights and equality.

**FT:** What’s the best advice you give to your clients?

**Quentin Wittrock:** You can’t win the case in your own deposition. Clients want to argue their case in the deposition, but it’s not the day to trot out all your arguments.

**Nina Greene:** Begin with the end in mind.

**Stuart Hershman:** If something is important to you state it clearly and unequivocally in the contract. It’s surprising how many clients want to muddy the waters.

**FT:** What’s your workday uniform?

**Nina Greene:** Suit, white shirt. I never know if I’m going into court.

**Quentin Wittrock:** I wear a suit and tie two days a week.

**FT:** Who would play you in your film biography?

**Stuart Hershman:** That’s easy. People always say I look like Anthony Edwards, who was on ER.

**FT:** Nina, what about you?

**Stuart Hershman:** That’s easy, too. Jennifer Grey from Dirty Dancing.

**Quentin Wittrock:** People tell me I look like George on Seinfeld.

**Stuart Hershman:** Jason Alexander!

**Quentin Wittrock:** Or the bald guy on Shark Tank.

**FT:** What are you reading/listening to/following?

**Stuart Hershman:** My musical tastes have not left the ‘80s. I’m a classic rock guy.

**Nina Greene:** I have a son with Down Syndrome who is in college, so I’ve been reading a lot on transitions for people with developmental disabilities to living independently. He is at the U of Northern Florida. They take two classes with the general public, and then work on things that other people take for granted, like being social or taking public transportation. He’s in his second year. It’s going great—most days.

**Quentin Wittrock:** I follow sports and politics. For sports it’s the Minnesota Twins, Minnesota Wild, and the Iowa Hawkeyes.

**Stuart Hershman:** Do you have a Hawkeyes tattoo?

**Quentin Wittrock:** No [laughs, and Stuart Hershman shows his Michigan tattoo, on his ankle.] I read the Wall Street Journal and the Economist. I like the newspaper, print edition. In the election, I want to see them focus on the issues, not who is the most “honest,” and please put that in sarcastic quotes. Where does “telling it like it is,” which means making up whatever you want, turn into “honesty.”

**FT:** What are the biggest legal issues or cases you’re watching in franchising.

**Nina Greene:** We’re all watching the joint employer issue. It’s still something to see how it will work out. The decision that has come out has muddied the waters. Being able to say specifically yes or no—you can’t really do that.

**Quentin Wittrock:** For me it’s antitrust. I look every day to see if there has been an antitrust case in franchising, because the absence of antitrust cases is a wonderful development.

**FT:** If you weren’t a franchise attorney, you’d be...

**Stuart Hershman:** I’d be a vintage poster dealer. But I would be a dealer who would quickly go out of business because I love my posters so much I would never sell them.

**Nina Greene:** A wedding gown designer. I like fashion and women in wedding gowns look phenomenal.

**Quentin Wittrock:** A journalist. I went to journalism school and I was a journalist for

**“My favorite thing about being a lawyer is when someone who has a problem calls you, and by the time you’re done talking with them they don’t have the problem anymore or they don’t feel as bad about it.”**

*Quentin Wittrock, Gray Plant Mooty*

a time. Being a trial lawyer is like being a journalist, because you’re gathering information and presenting it to an audience.

**FT:** Maybe you should have been sitting in my chair for this conversation.

—Interview by  
Beth Ewen



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Name	Firm	Location	Represents	Specialty
Michael Lockerby	Foley & Lardner LLP	Washington, DC	Franchisors	Litigation
Andrew Loewinger	Nixon Peabody	Washington, DC	Franchisors	Transactional
Bret Lowell	DLA Piper	Reston, VA	Franchisors	Transactional
Julie Lusthaus	Einbinder Dunn & Goniea LLP	New York, NY	Both	Litigation/ Transactional
Karen Marchiano	DLA Piper	Palo Alto, CA	Franchisors	Litigation
Joyce Mazero	Gardere Wynne Sewell LLP	Dallas, TX	Franchisors	Transactional
Brian McMahon	Shumaker, Loop & Kendrick LLP	Toledo & Columbus, OH	Both	Transactional
Charles G. Miller	Bartko Zankel Bunzel Miller	San Francisco, CA	Both	Litigation
Charles Modell	Larkin Hoffman	Minneapolis, MN	Franchisors	Transactional

Name	Firm	Location	Represents	Specialty
Dennis Monroe	Monroe Moxness Berg PA	Minneapolis, MN	Both	Transactional
Paula Morency	Schiff Hardin LLP	Chicago, IL	Franchisors	Litigation
James Mulcahy	Mulcahy LLP	Irvine, CA	Franchisors	Litigation
Cheryl Mullin	Mullin Russ Kilejian PC	Richardson, TX	Both	Litigation/ Transactional
Jason M. Murray	Murray Law PA	Miami, FL	Both	Litigation/ Transactional
Kate Nilan	Gray Plant Mooty	Minneapolis, MN	Both	Transactional
Maureen O'Brien	Wiley Rein LLP	Washington, DC	Franchisors	Transactional
David Oppenheim	Greenberg Traurig	New York, NY	Franchisors	Transactional
Ryan Palmer	Gray Plant Mooty	Minneapolis, MN	Franchisors	Transactional
David Paris	Paris Ackerman Schmierer LLP	Roseland, NJ	Both	Transactional



Nicely done.

Barnes & Thornburg congratulates our own Matthew Gruenberg and Rebekah Prince, partners in our Los Angeles office, for being named Franchise Times Legal Eagles 2016. In our book, you're at the head of the class.

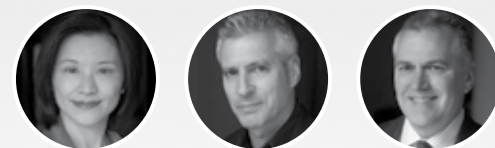


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Tom Pitegoff	LeClairRyan	New York, NY	Franchisors	Transactional
Lee Plave	Plave Koch PLC	Reston, VA	Franchisors	Transactional
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Max Schott, II	Gray Plant Mooty	Minneapolis MN	Franchisors	Transactional
Joel Siegel	Dentons US LLP	Los Angeles, CA	Franchisors	Litigation
Adam Siegelheim	Stark & Stark	Lawrenceville, NJ	Franchisors	Transactional
Elizabeth Sigety	Fox Rothschild LLP	Philadelphia/ NYC	Both	Transactional
Peter R. Silverman	Shumaker, Loop & Kendrick LLP	Toledo, OH	Both	Litigation

Name	Firm	Location	Represents	Specialty
Peter Singler	Singler PLC	Sebastopol, CA	Franchisees	Transactional
Mary Leslie Smith	Foley & Lardner LLP	Miami, FL	Franchisors	Litigation
Robert Smith	Wiley Rein LLP	Washington, DC	Franchisors	Transactional
Felicia N. Soler	Kaufmann Gildin and Robbins LLP	New York, NY	Franchisors	Transactional
Jonathan Solish	Bryan Cave LLP	Santa Monica, CA	Franchisors	Litigation
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Rachel Stark	Stark & Stark	Lawrenceville, NJ	Franchisors	Litigation
David Steinberg of Counsel	Jaffe Raitt Heuer & Weiss, P.C.	Southfield, MI	Both	Litigation/ Transactional
James Susag	Larkin Hoffman	Minneapolis, MN	Franchisors	Litigation
Christian Thompson	The Franchise Business Law Group	Salt Lake City, UT	Both	Transactional
Craig Tractenberg	Nixon Peabody	NYC/ Philadelphia	Franchisors	Litigation
Alexander Tuneski	DLA Piper	Washington, DC	Franchisors	Transactional
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“Elizabeth Sigety is an excellent attorney—very responsive, knowledgeable and honest. I highly recommend her.”

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James Wahl	Monroe Moxness Berg PA	Minneapolis, MN	Both	Transactional

“David Paris brings the optimal blend of experience, acumen and enthusiasm to every client and matter he represents. His command of the law in franchising is without equal.”

Name	Firm	Location	Represents	Specialty
Sandy Wall	DLA Piper	Chicago, IL	Franchisors	Transactional
Daniel Warshawsky	Warshawsky Seltzer	Scottsdale, AZ	Both	Transactional
Elizabeth Weldon	Snell & Wilmer LLP	Costa Mesa, CA	Franchisors	Litigation
Susan Wells	Wells & Gerstman	Phoenix, AZ	Both	Transactional
Quentin Wittrock	Gray Plant Mooty	Minneapolis MN	Franchisors	Litigation
Jeffrey H. Wolf	Quarles & Brady LLP	Phoenix, AZ	Franchisors	Litigation
Erik Wulff	DLA Piper	Washington, DC	Franchisors	Transactional
Tao Xu	DLA Piper	Reston, VA	Franchisors	Transactional
Charlene York	Akerman LLP	Washington D.C.	Franchisors	Transactional
Robert Zarco	Zarco, Einhorn, Salkowski & Brito, P.A.	Miami, FL	Franchisees	Litigation
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Nicole Zellweger	Stinson Leonard Street LLP	St Louis, MO	Both	Litigation
Robert Zisk	Gray Plant Mooty	Washington, DC	Franchisors	Litigation
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## AWARD WINNING TEAM

We have repeatedly been ranked the only top tier firm in the franchise arena by *Chambers Global* and *Chambers USA*. For the past 11 years, *Who's Who* has named DLA Piper the Global Law Firm of the Year, and this year *Franchise Times* magazine lists 14 of our lawyers as Legal Eagles. *U.S. News and World Report* named us the Law Firm of the Year in the Franchise Law category in 2016.

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David T. Azrin, a partner at the firm Gallet Dreyer & Berkey LLP, provides dedicated service to his clients on franchising, intellectual property, employment law, litigation and general business advice matters.

For franchisors, he prepares franchise disclosure documents and agreements, protects their trademarks, provides advice on employment law, and otherwise helps his clients to grow their business.

For franchisees, Mr. Azrin assists prospective franchisees in negotiating the franchise agreement, and represents franchisees in litigation matters.

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- Intellectual Property
- Employment Law
- Litigation

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Acclaimed by his peers as one of Canada's leading franchise lawyers, Joseph is counsel to franchisors throughout North America. He has acted for numerous US franchise systems that have expanded into Canada. Joseph's firm, Hoffer Adler LLP advises on all aspects of cross-border franchising. Joseph served as Secretary and General Counsel (2011-2015) and executive Board member of the Canadian Franchise Association (2007-2015), and is an active member of the ABA Forum on Franchising and the IFA. He has also been noted repeatedly as a leading franchise practitioner in the National Post's list of Best Lawyers in Canada (Franchising), LEXPERT® Directory and the International Who's Who of Franchise Lawyers.

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- Intellectual Property
- Litigation



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Peter C. Lagarias is the founding partner of Lagarias & Napell, LLP, and limits his practice to representation of franchisees and franchisee associations. Over his legal career of nearly forty years, he has represented hundreds of franchisees in negotiations, arbitrations, trials and appeals. The firm also counsels prospective franchisees and represents franchisee associations. Mr. Lagarias is a nationally sought after lecturer and writer on franchise law issues, and advocates for franchise legislation in California.

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- Franchise Litigation
- Franchisee Associations



## Moye White LLP

[moyewhite.com](http://moyewhite.com)



Lynne Hanson, partner and co-chair in the Franchise and Distribution Group, has more than 20 years' experience advising franchisors on franchise registration and disclosure laws, franchisor-franchisee relations, international expansion, mergers and acquisitions, general business matters, and trademark issues. Her national practice includes representing franchisors operating domestically and internationally in a variety of market segments, including food service, professional services, retail consumer products and services, real estate, and automotive aftermarket. In addition, Lynne has written extensively for franchise law publications and has been one of the key organizers of the Denver Franchise Business Network meetings for over a decade.

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#### Practice Areas:

- Franchise & distribution
- Business and finance
- Mergers & acquisitions
- Private equity
- Intellectual property



## Mullin Law, PC

[mullinlawpc.com](http://mullinlawpc.com)



Cheryl is the founding shareholder of Mullin Law, PC, a full service commercial law firm located in the Dallas-Fort Worth area, and leads the firm's practice in areas of franchise, corporate, tax, intellectual property, and commercial litigation. In addition to "Legal Eagle" recognition, Cheryl has been recognized as one of the top franchise lawyers in *International Who's Who Franchise Lawyers* since 2013. She is AV-Rated by Martindale-Hubbell, has been selected by her peers as a Texas *Super Lawyer* since 2012, and has been selected for inclusion in the peer-rated *Best Lawyers in America* since 2007. Cheryl received her J.D. from Widener University School of Law in 1995 and her LL.M. (Taxation) from Southern Methodist University in 2013.

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#### Practice Areas:

- Franchise
- Corporate
- Tax
- Intellectual Property
- Commercial Litigation



## Murray Law, P.A.

[www.murraylawpa.com](http://www.murraylawpa.com)



Jason M. Murray practices in the area of franchise and distribution law and provides counsel and assistance with creating, managing, licensing, protecting and enforcing franchised business relationships, product distribution systems and dealership networks. His franchise and distribution law practice specifically relates to licensing and development, regulation and compliance, and dispute resolution through mediation, arbitration and litigation. Mr. Murray's litigation experience consists of general commercial litigation in state and federal courts, including franchise and distribution law, intellectual property, and real property matters.

### Jason M. Murray

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#### Practice Areas:

- Franchise, Distribution & Dealership Law
- Business & Commercial Law
- Intellectual Property Law
- Litigation, Arbitration & Dispute Resolution



## Preti Flaherty

[preti.com](http://preti.com)



Tim Bryant has successfully prosecuted, defended and assisted franchisors across the country in resolving countless disputes related to franchise regulatory, intellectual property and business relationship issues. He has also assisted numerous start up and existing franchise businesses with their relationship agreements and disclosure/regulatory compliance. Tim is repeatedly recognized by *Benchmark Litigation*, *Best Lawyers in America* and *Chambers USA* for his work in the areas of franchise law and commercial litigation.

### Tim Bryant

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#### Practice Areas:

- Franchise Law & Litigation
- Business Law & Litigation
- Construction Litigation
- Arbitration & Mediation



## CANADA LEGAL EAGLES®

Name	Firm	Location	Represents	Specialty
Joseph Adler	Hoffer Adler LLP	Toronto, ON	Both	Transactional
Louis Alexopoulos	Sotos LLP	Toronto, ON	Both	Transactional
David Altshuler	Teplitsky, Colson LLP	Toronto, ON	Both	Litigation
Allan Dick	Sotos LLP	Toronto, ON	Both	Litigation
Jennifer Dolman	Osler Hoskin & Harcourt LLP	Toronto, ON	Franchisors	Litigation
Chad Finkelstein	Dale & Lessmann LLP	Toronto, ON	Franchisors	Transactional
Helen Fotinos	McCarthy Tetrault	Toronto, ON	Both	Litigation/ Transactional
Susan Friedman	DLA Piper Canada LLP	Toronto, ON	Franchisors	Litigation
Jeffrey Hoffman	Dale & Lessmann LLP	Toronto, ON	Franchisors	Litigation



Name	Firm	Location	Represents	Specialty
Paul Jones	Jones & Co.	Toronto, ON	Franchisors	Transactional
Jean-Marc Leclerc	Sotos LLP	Toronto, ON	Both	Litigation
Edward "Ned" Levitt	Dickinson Wright LLP	Toronto, ON	Franchisors	Transactional
Andrae J. Marrocco	Dickinson Wright LLP	Toronto, ON	Both	Transactional
Dominic Mochrie	Osler Hoskin & Harcourt LLP	Toronto, ON	Franchisors	Transactional
Frank Robinson	Cassels Brock & Blackwell, LLP	Toronto, ON	Franchisors	Transactional
John L. Rogers	Clark Wilson LLP	Vancouver, BC	Both	Transactional
Derek Ronde	Cassels Brock & Blackwell, LLP	Toronto, ON	Franchisors	Litigation
Gillian Scott	Osler Hoskin & Harcourt LLP	Toronto, ON	Franchisors	Litigation



## We Proudly Congratulate Our 2016 Legal Eagles



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Wiley Rein's Franchise Group provides a full range of legal services to meet the needs of franchisors. In addition to representing franchisors on a wide range of domestic matters, the group has handled franchise deals in more than 70 countries.

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**Practice Areas:**

- Franchise/Distribution
- Hospitality
- Dispute Resolution
- General Business
- Intellectual Property
- Real Estate/Leasing

## Reger Rizzo & Darnall LLP

www.regerlaw.com



Providing comprehensive, practical, solution-oriented franchise and business legal services, the firm's national franchise and hotel practice represents leaders in franchising and distribution, including franchisors, single and multi-unit franchise owners, area developers, master franchisees, franchisee associations, distributors and businesses desiring to expand through franchising and distribution systems.

The firm provides its franchise clients with franchise disclosure document, regulatory, business/corporate, dispute resolution, including mediation and arbitration, real estate, leasing, PMPA, intellectual property (i.e. trademarks, licensing and e-commerce), employment, financial services, and day-to-day counseling services.

Harris has served on various franchise committees, including a member of the ABA Forum on Franchising Governing Committee, IFA, Montgomery County, Philadelphia and New Jersey Franchise Law Committees; and is a frequent speaker on franchise and business related topics.

REGER | RIZZO | DARNALL LLP  
Attorneys at Law



### Richard L. Rosen

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**Practice Areas:**

- Franchise Law
- Business Law
- Real Estate Matters
- Dispute Resolution (including Litigation, Arbitration and Mediation)

## The Richard L. Rosen Law Firm, PLLC

richardrosenlaw.com



Richard L. Rosen has represented franchisors and franchisees in a wide range of business and legal matters for over 35 years. Mr. Rosen has formed, guided and counseled franchisee associations as well as franchising entities and has mediated, arbitrated and litigated on their respective behalves when necessary. His Franchise clients have encompassed virtually all business areas including fast food, gyms and fitness centers, healthcare, fashion, real estate, gas service stations, optical, hotel, recreation, home improvement, childcare, elder care, learning fields and many more. Mr. Rosen has written and lectured extensively on franchise topics and issues. He is a member of the American Bar Association Forum on Franchising, a founding member of the Franchising and Licensing Section of the New York State Bar Association and its Chairman, immediate past Chairman of the Fair Franchising Standards Committee of the American Association of Franchisees and Dealers, a member of the Steering Committee of the National Franchise Mediation Program, a member of the CPR Institute for Dispute Resolution Distinguished Panel of Neutrals, and a member of the International Franchise Association. Richard Rosen is listed in the International Who's Who of Franchise Lawyers, and the International Who's Who of Business Lawyers, Who's Who in America, Who's Who in American Law, Who's Who in the World, Best Lawyers in America, 101 Best Franchise Lawyers in America and Charter Member of Franchise Lawyers Hall of Fame (the Franchise Times), Super Lawyers and a variety of similar publications. In 2008 Richard was the recipient of the AAFD's Lifetime Achievement Award for his contributions to franchising.



### Pete Dosik

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**Practice Areas:**

- Franchise Law
- Transactional matters
- Real Estate
- M&A

## Shipe Dosik Law LLC

www.shipedosik.com



Pete Dosik is a leader in Atlanta's franchise law community as well as a sophisticated business law generalist. He is committed to providing clients with high-value, efficient, and practical legal service at a reasonable cost.

Drawing on his experience as in-house counsel at Church's Chicken® and Starwood Hotels, Pete develops in-depth knowledge of his clients' businesses and emphasizes practical methods to protect his clients while helping them achieve their goals.

Pete advises franchisors on how to establish, operate, and grow "best-in-class" franchise systems. He prepares Franchise Disclosure Documents and franchising agreements that incorporate best practices in franchising. He advises on domestic and international franchising, complying with federal and state franchise laws and regulations, dealing with franchisees, enforcing brand standards, terminating non-compliant franchisees, and resolving disputes.

SHIPE  
DOSIK  
LAW LLC



### Pete Singler

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**Practice Areas:**

- Franchisee & Franchisee Associations
- Contracts & Agreements
- Corporate & Incorporation

## Singler Professional Law Corporation

www.singler-law.com



A perennial Legal Eagle and Martindale-Hubbell's Client Distinction Award recipient (awarded to less than 1% of all lawyers), Pete's clients herald his effectiveness: "The best move we made was hiring Pete. He had the right mix of legal knowledge and business acumen, along with an uncanny ability to predict the franchisor's next move time after time. It was almost as if we held an unfair advantage. Through his honesty and integrity, he was able to earn the trust of our entire association." Henry Straight, Texas.

We represent franchisees and franchisee associations in all business related matters, from formation and organization, to financing and growth, negotiations (individual and system-wide) and, if necessary, litigation.

Singler Professional Law Corp.



### Adam J. Siegelheim

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**Practice Areas:**

- Franchise
- Business & Corporate

## Stark & Stark

Stark-Stark.com  
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Adam J. Siegelheim, Shareholder, focuses his practice in the representation of franchisors in various matters, including the preparation of disclosure documents, state registrations, and compliance with applicable federal and state regulations. Mr. Siegelheim is a member of the International Franchise Association, the American Bar Association Forum on Franchising and the New Jersey Bar Association's Franchise Law Committee.

After more than 80 years, our attorneys continue to deliver practical, efficient solutions to clients n New Jersey, Pennsylvania, New York and throughout the United States. Boasting one of the oldest law practices in New Jersey, the firm offers a full range of legal services for businesses and individuals. We understand the importance of client relationships and recognize that those relationships have made us who we are today.

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ATTORNEYS AT LAW



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**Practice Areas:**

- Franchise & Distribution Law
- Litigation & Arbitration
- Employment Law

## Stinson Leonard Street LLP

stinson.com



Nicole represents franchisors and franchisees in all aspects of their legal needs, from litigation and arbitration to real estate and employment. She has experience obtaining injunctive relief on behalf of franchisors and defeating injunctive relief sought against franchisees. Most recently, Nicole successfully represented a franchisee in a complex breach of contract action against a franchisor that was affirmed by the United States Court of Appeals for the Third Circuit.

Nicole regularly speaks at the American Bar Association's Forum on Franchising and has been published in the *Franchise Law Journal*. She has been recognized as a Franchise Times Legal Eagle four times.





## CANADA LEGAL EAGLES®

Name	Firm	Location	Represents	Specialty
David Shaw	Blake, Cassels & Graydon LLP	Toronto, ON	Franchisors	Transactional
Geoffrey B. Shaw	Cassels Brock & Blackwell LLP	Toronto, ON	Franchisors	Litigation
Peter Snell	Gowling WLG Canada LLP	Vancouver, BC	Franchisors	Transactional

“**Andrae Marrocco** combines a deep understanding of corporate commercial law, mergers and acquisitions and franchise law with practical business savvy.”



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Osler is proud to have key members of its franchise team recognized again as Legal Eagles. As part of our National Franchise Group, Jennifer Dolman, Gillian Scott, and Dominic Mochrie bring their extensive expertise and creative solutions to helping our clients power their Canadian growth – whether they're just starting up or expanding across the country.

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Name	Firm	Location	Represents	Specialty
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Debi Sutin	Gowling WLG Canada LLP	Hamilton, ON	Both	Transactional
Stéphane Teasdale	Dentons Canada LLP	Montreal, QC	Franchisors	Litigation/ Transactional
Peter Viitre	Sotos LLP	Toronto, ON	Both	Transactional
Larry Weinberg	Cassels Brock & Blackwell LLP	Toronto, ON	Franchisors	Transactional
John Yiokaris	Sotos LLP	Toronto, ON	Both	Transactional

## ABOUT THIS PROJECT

*Franchise Times Legal Eagles is an annual project to identify the top lawyers in franchising. Nominations open each year in December, and attorneys are evaluated by the number and quality of the nominations they receive, with weight given to nominations from clients. (Some of those nominations are excerpted in this package.) Franchise Times editors also consider service to the industry and publications.*



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**Practice Areas:**

- Franchise
- Licensing and Distribution
- International Franchising

## Warshawsky Seltzer

[website.com](http://website.com)



Dan's practice focuses on representation of franchisors in all aspects of domestic and international franchise law, although Dan also regularly represents franchisees in non-litigation matters. Warshawsky Seltzer is a franchise focused law firm with relevant expertise in franchising, distributorships, business opportunities, licensing, dispute resolution, corporate, real estate, technology and financing. The Firm offers flat fee package plans for ongoing legal services and places special emphasis on recruiting attorneys with business ownership and/or in-house experience. This "real world" experience allows the Firm's attorneys to better understand the needs of their clients and provide practical advice.



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