

## International practice

**Franchising.** We have worked on franchise matters in well over 40 countries. We draft and negotiate master franchise/subfranchise, multiple-unit development, and direct franchise deals.

We also handle many of the ongoing franchise system issues that franchisors encounter, such as renewals, transfers of ownership, refinancing, defaults, termination, and dispute resolution.

We also help foreign franchisors bring their concepts to the french market.

**Licensing and commercial deals.** We have drafted and negotiated a variety of joint venture, broker, commissioned agency, distribution, license, and other non-franchised business arrangements in other countries. We have handled purchasing arrangements between French clients and foreign suppliers involving INCOTERMS and the United Nations Convention on the International Sale of Goods.

We also advise on foreign exchange rules, letters of credit, commercial agency regulations, and technology transfer issues.

**Managing local counsel.** When our clients need legal representation in other countries, we call on a trusted network of lawyers and trademark agents.