



An Overview of Franchise Law: Regulatory Framework, Tips for Representing Franchisees, and Litigation

April 11, 2016 – Nashville

Program Description: This program will offer an overview of franchise law. We will start with a history of franchise regulation and the current rules and requirements of the Federal Trade Commission (as well as laws specific to Tennessee). Then, we will learn about practice tips for representing franchisees, including review of pre-sale disclosures (the Federal Disclosure Document) and other pre-sale issues, negotiation of franchise and lease agreements, and entity formation. Finally, we will discuss franchise litigation, including topics such as default and termination, pre-suit negotiation, injunctive relief and defenses.

Seasoned practitioners will share their insights on everything from current regulatory and industry developments to the complicated legal scenarios that crop up in this interesting area of law. ***Lunch will be provided.***

Agenda

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| 12:00 – 12:30 p.m. | Registration/Lunch/Welcome |
| 12:30 – 2:00 p.m. | Franchise Law Regulation Overview
<i>This session will discuss the background and history of franchise regulation, the current FTC Rule disclosure requirements (all 23 items), state registration requirements, the UFOC format, and specific Tennessee laws.</i>
Roland Baggott, Baggott Law PLLC |
| 2:00 – 2:15 p.m. | BREAK |
| 2:15 - 3:00 p.m. | Practical Tips for Representing Franchisees
<i>Discussion includes performing a pre-sale review of the FDD and determining whether it is in compliance. Other practice tips will include a detailed discussion on due diligence, negotiation of the franchise agreement, and corporate formation. Lease negotiations will also be addressed.</i>
Harry Ray, Ray Law Firm PLLC |

3:00 – 3:45 p.m.

Franchise Litigation

This session will cover the default and termination process to include notice and opportunity to cure. Other discussion includes: pre-suit negotiation, filing suit on behalf of franchisor, injunctive relief, likely defenses brought by franchisee, and affirmative claims.

Robb Harvey, Waller

3:45 – 4:15 p.m.

Ask the Panel

Ask the panelist your questions and get feedback on the current initiatives by the Obama administration and its impact on franchise law. Learn about franchisee associations and the complicated scenarios that keep the lights on.

Roland Baggott, Baggott Law PLLC

Robb Harvey, Waller

Harry Ray, Ray Law Firm PLLC

Credit hours: 3.5 general