Eric M. Sigman

SHAREHOLDER

(617) 570-3575 ems@riw.com



OVERVIEW

Eric Sigman is a shareholder of the firm and chairs the **Franchise Practice Group**. He is a member of the **Corporate Department,** and the **Mergers and Acquisitions**, and **Restaurant and Hospitality** groups. Eric represents multi-unit franchisees, area developers, franchisors, and other privately held businesses in complex transactional matters, with a particular focus on franchise growth, development arrangements, commercial leasing, corporate structuring, and mergers and acquisitions.

He is particularly known for advising multi-unit franchise operators and developer groups on growth-oriented transactions, including large-scale development deals, acquisitions, financings, entity structuring, and lease negotiations. He works closely with clients as they expand into new markets, negotiate with franchisors and landlords, and build platforms designed for long-term growth.

In addition to his franchise-focused practice, Eric advises clients on a broad range of middle-market corporate transactions, including asset and stock purchases, joint ventures, succession-related transactions, and buy-side and sell-side M&A. His experience spans a range of industries, including health and wellness, retail, restaurants, healthcare, logistics, defense, and energy, giving him a practical commercial perspective across a variety of business models and deal structures.

Clients value Eric for his practical judgment, strong negotiation skills, and ability to manage sophisticated transactions efficiently and effectively.

Memberships

- USA 500 Clubs
- Boston Bar Association
- New England Business Broker's Association

Honors & Awards

- *Franchise Times* Magazine Legal Eagle (2024, 2025, 2026)
- Massachusetts *Super Lawyers*, Franchise/Dealership (2022-2026)
- *Boston* Magazine Top Lawyer – Corporate Counsel (2022-2025)
- Massachusetts *Super Lawyers* Rising Star (2012, 2016-2017)

REPRESENTATIVE MATTERS

- Represented a multi-unit franchisee in the negotiation and structuring of a multi-state

PRACTICE AREAS

Corporate & Business

Franchise Law

Restaurant & Hospitality

Mergers & Acquisitions

EDUCATION

Bachelor of Science in Psychology from the University of Vermont

J.D. from Suffolk University

ADMISSIONS

- Massachusetts

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development arrangement, including related entity formation, capitalization, and lease strategy.
- Advised an area developer in connection with the acquisition and expansion of a health and wellness franchise platform, including development agreement negotiations and leasing for new locations.
- Represented a developer group in a large-scale franchise growth transaction involving the negotiation of a significant multi-unit development deal with the franchisor.
- Counseled a multi-unit operator on a series of acquisitions designed to expand its franchise footprint across multiple jurisdictions.
- Represented a client in the formation and structuring of a joint venture established to acquire, develop, and operate franchise locations.
- Advised one party in the merger of two area developers, including corporate restructuring, governance, profit-sharing arrangements, and negotiations with lenders and landlords.
- Represented an investor group in the acquisition and development of a multi-unit franchise platform, including financing, commercial lease negotiations, and corporate structuring.
- Advised a franchisee group on commercial leasing strategy in connection with a regional expansion plan across several new markets.
- Represented a purchaser in the acquisition of a lower middle-market business and related real estate assets.
- Advised buyers and sellers in asset and stock transactions involving founder-led and middle-market businesses.
- Represented a privately held company in a sell-side transaction involving a strategic buyer.
- Advised a business in connection with a sale process involving a private equity buyer.
- Represented a franchisor in connection with franchise documentation, including preparation and development of disclosure materials, and the launch of initial franchised locations.

PUBLICATIONS

- **Binding and Non-Binding Provisions in M&A Term Sheets: Practical Drafting Considerations** (September 2026)
- **How Development Schedules Shape Multi-Unit Franchise Success** (March 2026)
- **Scaling Up: Key Legal Considerations for Multi-Unit Franchisees** (February 2026)
- **Understanding Franchise Leases: What Franchisors, Franchisees, and Landlords Need to Know** (March 2025)
- **Navigating SNDA and Estoppel Certificates: Insights for Tenants and Landlords** (November 2023)
- **Three Considerations When Franchising Your Business** (March 2023)
- **Real Estate Issues for Franchises** (August 2021)

PODCAST

www.transactiontalk.com

Business broker Jennifer Fox and attorney Eric Sigman team up to provide a 360-degree view of the current Boston business for-sale market. From buying and selling to franchising and everything in between, **Transaction Talk** breaks down the deal process from a business, brokerage, and legal perspective. A resource for business owners, buyers and entrepreneurs, Transaction Talk offers interviews and real-life deal experiences from industry experts and key transaction players.

Get the inside scoop on what's trending in today's economy.

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Episodes

- **Why Small Businesses Matter to Our Community** – May 27, 2026
- **What Is My Business Worth: How Valuations Are Made** – May 12, 2026
- **Top 5 Deal Killers with Aaron Fox** – April 30, 2026
- **Inside the Buyer's Mind: Who's Buying and What Industries** – April 13, 2026
- **When Is the Right Time To Sell** – March 30, 2026
- **Don't Go It Alone: Building the Right Team to Sell Your Business** – March 12, 2026
- **Building Businesses Together: What Makes a Couple Successful** – February 24, 2026
- **What Makes a Seller Credible to a Business Buyer** – February 4, 2026
- **What Business Owners Should Consider if Planning to Sell Their Business This Year** – January 15, 2026
- **Breaking Down the LOI: What Business Owners Need to Know** – January 5, 2026
- **Deal Challenges and How to Solve Them: Part 2** – December 16, 2025
- **Deal Challenges and How to Solve Them: Part 1** – November 28, 2025
- **Inside the Deal: How One Business Sale Really Happens** – November 14, 2025
- **Tax Free Exits? Understanding Section 1202 Qualified Small Business Stock** – October 30, 2025
- **The Seasonal Sale–Navigating Exits in Seasonal Industries** – October 16, 2025
- **Fixing the Family and the Business–Before You Sell, Scale, or Step Out** – September 5, 2025
- **Understanding ESOPs: Tax Benefits, Structure, and Strategy** – August 19, 2025
- **Funding the Future: Understanding SBA Loans** – July 30, 2025
- **Mastering the Art of the Deal: Negotiation Tactics for Business Owners** – July 15, 2025
- **Selling a Business While Getting Divorced** – June 18, 2025
- **Exit Wise: Legacy & Estate Planning** – May 20, 2025
- **Buying and Selling Commercial Real Estate Trends** – April 10, 2025
- **The AI Shift: Redefining Work & the Future** – March 17, 2025
- **Why Your Exit Strategy Begins on Day One** – February 24, 2025
- **Broker Tales: A Deep Dive into Entrepreneurship and Brokerage** – February 5, 2025
- **The Importance of a Quality of Earnings Report During Due Diligence** – January 17, 2025
- **Insurance Policies Business Owners May Need** – December 20, 2024
- **Cultivating Connections: Building Strong Relationships with SCI** – November 26, 2024
- **How to Keep Good Books and Records in Your Business** – November 4, 2024
- **When is the Right Time to Sell?** – October 10, 2024
- **Restaurant and Liquor Licensing Transactions** – Sept 17, 2024
- **Employment Issues for Small Businesses** – August 30, 2024
- **Employee Benefits: What You Should Think About During the M&A Process** – August 12, 2024
- **Franchising Part Two** – July 27, 2024
- **How Cybersecurity Risks Can Affect Small Businesses** – July 15, 2024
- **How to Best Plan a Strategic Family-Owned Company Exit** – June 18, 2024
- **Buying a Business: How Foreign Nationals Can Qualify for an E2 Visa** – May 31, 2024
- **When Do You Need a Business Exit Advisor?** – April 9, 2024
- **How to Safely Sell and Transition Out of a Family Business** – March 6, 2024
- **Make 2024 the Best Year Ever with These Goal-Getting Habits** – January 30, 2024
- **Important Business Trends Happening in 2024** – January 11, 2024
- **Franchise Fundamentals: What Makes a Successful Franchise Investment** – December 18, 2023

- **Let's Talk About Taxes: How to Prep Your Business & Taxes as Cleanly as Possible** – December 4, 2023
- **A Buyer's Perspective: How to Buy an Established Business and Franchise** – November 3, 2023
- **Selling Financing: How to Best Navigate the Complex World of Financing** – October 11, 2023
- **SBA Lending: Do I Qualify for an SBA Loan?** – September 18, 2023
- **Business Owner Testimonial: How Do I Sell My Business?** – August 25, 2023
- **Selling Your Business: Who Do You Need on Your Team (Part 4)** – August 1, 2023
- **Selling Your Business: Who Do You Need on Your Team (Part 3)** – June 2, 2023
- **Selling Your Business: Who Do You Need on Your Team (Part 2)** – June 2, 2023
- **Selling Your Business: Who Do You Need on Your Team (Part 1)** – May 10, 2023

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