

## Eric M. Sigman

SHAREHOLDER

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### OVERVIEW

Eric Sigman is a shareholder of the firm and chairs the **Franchise Practice Group**. He is a member of the firm's **Corporate Law Practice Group**, guiding his clients through a variety of matters including corporate formation, capitalization, succession planning, commercial leasing, and mergers and acquisitions. Clients rely upon Eric's strong negotiation, organizational, and practical problem-solving skills that make his transactional work stand out.

Eric advises his clients on a wide variety of franchise law matters, including agreement negotiations and the drafting, analysis, and review of franchise disclosure documents. He is proficient in handling matters related to commercial real estate and retail leasing, and can assist in the formation of corporations, including any related business counseling. His clients look to his wide range of experience helping to establish retail franchises across the country.

In the realm of corporate law, Eric expertly guides clients through strategic mergers and acquisitions, provides counsel on asset and stock purchases, and will draft and review buy-sell agreements to facilitate smooth business transactions. Eric offers expertise in establishing and structuring corporations and is adept at ensuring the legality and clarity of contracts.

Eric has successfully worked with a diverse range of clients, including:

- Franchisees
- Franchisors
- Real Estate Developers
- Restaurants
- Lenders
- Businesses
- Dental Practices
- Medical Practices
- Entrepreneurs

### Memberships

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

### 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

## Honors & Awards

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

## REPRESENTATIVE MATTERS

- Counseled area developer group on raising capital, structuring its corporate structure, negotiating an 80-unit development deal with the franchisor, commercial lease review and negotiation, general corporate matters.
- Counseled area developer group on raising capital, structuring its corporate structure, negotiating a 45-unit development deal with the franchisor, commercial lease review and negotiation, general corporate matters.
- Merger between two large area developers in a health and wellness brand – represented one party to a merger of two area developers in a health and wellness brand including corporate restructuring, creating a joint venture vehicle, structuring the governance and profit sharing arrangement between the parties, and negotiating with lenders and landlords.
- Represented area developer in multiple brands with corporate entity formation and commercial lease review and negotiation.
- Represented the purchaser of a lower middle market business and real estate associated with the business.
- Represented area developer in emerging brand with negotiating and structuring the development agreement, and corporate structuring and commercial real estate matters.
- Represented solar company in the sale of its business to a private equity group.
- Represented MPZ Holdings in negotiating its development agreement with the franchisor as well as multiple acquisitions and lease negotiations in Florida, Georgia, and South Carolina.
- Represented an investor group in connection with the development of 24 units of a med spa franchise including corporate structuring, commercial lease review and negotiation, and financing.
- Represented Knight Chiropractic Holdings in connection with the acquisition and development of a multi-unit chiropractic franchise in Texas and Florida including entity structuring, capitalization, and mergers and acquisitions.
- Represented an investor group in connection with the acquisition of several units of a franchise in the cosmetic industry.
- Represented the seller of a logistics company in an M&A transaction.
- Represented an area developer in the acquisition of the rights to develop a health and wellness franchised business including in connection with the negotiation of the area development agreement, the acquisition of one location, and the negotiation of leases for additional locations.
- Represented a group of employees in the acquisition of stock from their employer in connection with a plan to transition the company to the employee group including the drafting and negotiation of purchase agreements, employment agreements, and financing documents.
- Represented a defense contractor in connection with the sale of all of the stock of the company to a competitor.
- Represented a consulting firm in the healthcare industry in connection with the sale of the firm to a large national private equity group.

- Represented a solar company in connection with the sale of its business to a publicly traded company.
- Represented a franchisor in connection with the development of its Franchise Disclosure Document and the sale of its first several locations.

## PUBLICATIONS

- **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)

## SPEAKING ENGAGEMENTS

- Presenter, Boston Bar Association: Contract Drafting and Negotiation, (March 2018)
- Presenter, MCLE: Contract Review, Negotiation & Analysis, (November 2016 & 2017)
- Nuts and Bolts of Partnership Agreements, (November 2016)
- Presenter, International Business Series: Cost Conscious Tax and HR Strategies for Employing Foreign Workers, (October 2016)
- Franchise Law for Business Brokers (April 2015 and October 2016)

## PODCAST

[www.transactiontalk.com](http://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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