Franchise Law

APPROACH

As a trusted law firm that Massachusetts businesses rely on for their franchise needs, our attorneys and staff at Ruberto, Israel & Weiner take a practical, business-first approach to franchise law, focusing on aligning legal strategy with long-term growth and operational realities.

Franchising is not just a legal structure. It's also a business model that depends on consistency, scalability, and strong relationships between franchisors and franchisees. Our team brings a deep understanding of how franchise systems operate in the real world, allowing us to deliver guidance that supports both compliance and growth. We work closely with clients to balance regulatory requirements with expansion goals.

A vital part of our franchise law approach is proactive risk management. Rather than reacting to problems after they arise, we help clients like you anticipate challenges, whether they're related to compliance, documentation, or franchise relationships, and address them early. This reduces the likelihood of disputes and positions your business for smoother expansion.

Our franchise attorneys also collaborate across practice areas when needed, as franchising often intersects with **corporate structuring**, **real estate development**, and dispute resolution. Most importantly, we deliver clear, actionable legal guidance designed for operators, not just legal teams. As experienced franchisee lawyers in Boston, we understand that business owners need practical answers they can implement quickly and effectively.

CONTACT

For more information on franchising matters, contact **Eric Sigman** at **(617) 570-3575** or at **ems@riw.com**.

PODCAST

Attorney Eric Sigman and business broker Jennifer Fox 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.

CONTACT

Eric M. Sigman

(617) 570-3575

Send Email

PROFESSIONALS

Christopher J. Lhulier

Michael Dana Rosen

Eric M. Sigman

Jeremy Y. Weltman

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- **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
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- **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
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- **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
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- **Buying and Selling Commercial Real Estate Trends** – April 10, 2025
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- **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
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- **Cultivating Connections: Building Stronger Communities 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
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- **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
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- **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

SERVICES

At RIW, we support clients across all aspects of franchise law, from formation and structuring to compliance and ongoing operations.

Franchise Formation and Structuring

If your business is considering franchising, the first step is determining whether it's the right growth strategy. We advise clients on the advantages and risks of franchising based on their specific business model, **industry, and expansion goals**.

Once that decision is made, we assist in structuring franchise systems and ownership models that support scalability while maintaining control and consistency. This includes drafting foundational legal documents that establish the framework for your franchise operations.

Franchise Disclosure Documents (FDDs) and Agreements

Franchise Disclosure Documents (FDDs) are central to compliance with federal franchise regulations, and our team prepares and updates FDDs to meet Federal Trade Commission requirements while accurately reflecting your business model.

Our franchise attorneys also draft and negotiate franchise agreements and related contracts, ensuring your legal documentation supports your operational goals.

Regulatory Compliance and State Registration

Franchise businesses must carefully adhere to both federal and state laws, which can vary significantly depending on where you operate. We can guide you through compliance requirements, including registration and renewal obligations in states that require franchise filings. Our team also advises on advertising and disclosure rules to ensure your marketing efforts remain compliant.

Franchise Transactions and Expansion

We assist clients with structuring and negotiating multi-unit and area development agreements, supporting both franchisors and franchisees as they expand. Our team also advises on domestic expansion strategies, helping you enter new markets with confidence.

When ownership changes occur, whether through **transfers, assignments, or acquisitions**, we provide legal guidance to ensure a smooth transition that protects your interests. Our experience as multi-location business lawyers allows us to address the unique challenges of scaling across multiple sites and jurisdictions.

Ongoing Advisory and Operational Support

Franchise systems require ongoing legal support to remain compliant and efficient, and we provide day-to-day advisory services for both franchisors and franchisees. This ongoing partnership allows us to address potential issues early and keep your operations running smoothly.

Dispute Avoidance and Resolution Support

Franchise relationships can be complex, and disputes can arise if expectations aren't clearly defined or managed. We work closely with clients to identify and address potential issues before they escalate. This includes advising on communication strategies, contract interpretation, and resolution approaches that preserve business relationships whenever possible.

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