



Richard J. Morey

Partner

Chicago

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Richard Morey's franchise and distribution practice is focused on working with both experienced and startup franchise companies, helping them structure new franchise programs and determine the most appropriate methods of single- and multi-unit franchising.

Richard counsels franchisors on everyday compliance and other franchise-related issues, such as registration and disclosure matters, negotiating agreements, maintaining good franchisee relations and resolving disputes with franchisees. He also works extensively on international franchising and licensing transactions, including master franchise, area development and single-unit licensing deals in Asia, Europe, Central America, the Middle East and the Caribbean, in addition to structuring other methods of international product distribution such as manufacturing and bottling arrangements.

In his corporate practice Richard handles all aspects of small- and mid-market mergers and acquisitions transactions, with a special focus on representing franchisors in M&A transactions. He also represents non-franchise clients on corporate, organizational and contract-related matters, including financing arrangements, workouts and management arrangements.

RELATED SERVICES

- Mergers and Acquisitions
- Corporate
- Franchise

RELATED SECTORS

- Hospitality and Leisure

LANGUAGES SPOKEN

French

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- French

CREDENTIALS

Admissions

- Illinois

Recognitions

Chambers USA has repeatedly recognized Richard for his franchising practice. The directory has highlighted him as "a sharp

up-and-comer" due to his "significant experience representing franchisors in M&A transactions."

Richard has also been recognized in *The International Who's Who of Business Lawyers* and *The International Who's Who of Franchise Lawyers*. He was named a Best Lawyer for 2014 in *Chicago's Best Lawyers* magazine. He has been listed in *The Best Lawyers in America* in the franchise law category.

Education

- J.D., University of Pennsylvania 1996
- B.A., University of Illinois at Urbana-Champaign 1993
magna cum laude

Memberships

- American Bar Association
- Chicago Bar Association

INSIGHTS

Richard has contributed to numerous articles covering franchise law, including those appearing in the *Journal of International Franchising and Distribution Law*, publications for the International Franchise Association's annual legal symposium, and various editions of the written materials for the International Franchise Association's Legal Roundtables series.

Publications

- Author, "How to Enjoy A Masterly Expansion," *Global Franchise*, September 2017
- Co-author, "Navigating the Gray Areas: Systems and Best Practices for Legal Compliance," *Franchising World*, September 2016
- Co-author, "The Case for Legal Compliance: Fran-Guard Update," *Franchising World*, March 2016

Events

Upcoming

International Franchise Expo 2019

30 - 31 MAY 2019
New York

Previous

Elements of Successful Franchising

25 FEB 2019
International Franchise Association's 2019 Convention
Las Vegas

- Co-presenter, "International Expansion: Master Franchising and Other Structures," International Franchise Expo in New York, June 17
- Presenter, "Structures and Operational Strategies for Successful Expansion within the US," International Franchise Expo in New York, June 17
- Presenter, "Strategies for Working With Franchisee Associations," IFA's 56th Annual Convention, San Antonio, Texas, February 22, 2016
- Presenter, "IFA Fran-Guard™: IFA's Franchise Sales Management and Compliance Program," IFA's 56th Annual Convention, San Antonio, Texas, February 19 & 20, 2016
- Presenter, "Growth in Franchise Systems: The Next Stage," National Restaurant Association / Franchise Times Show, Chicago (May 17, 2015)
- Presenter, "The Use of Master Franchising, Domestically and Internationally," (2014)
- Presenter, "Structures and Operational Strategies for Successful Expansion within the USA," (2014)
- Presenter, "Selling Franchises Domestically Without Getting Into Trouble," (2014)
- Nationwide co-coordinator and co-presenter for Fran-Guard, the International Franchise Association's legal roundtable series for franchise sales management and compliance
- Moderator, "Structures and Operational Strategies for Successful Expansion within the USA," and Presenter, "Selling Franchises Domestically without Getting into Trouble, and "The Use of Master Franchising, Domestically and Internationally," International Franchise Expo, New York (June 2013)
- Presenter, "IFA FRAN-GUARD™: IFA's Franchise Sales Management & Compliance Program," IFA Annual Convention, Las Vegas (February 17 – 20, 2013)
- Presenter, "Training Your Franchise Sales Staff: Techniques to Help You Maximize Good Sales and Minimize Risk," West Coast Franchise Expo, Anaheim, California (October 13, 2012)
- Presenter, "Selling Franchises without Getting into Trouble," West Coast Franchise Expo, Anaheim, California (October 13, 2012)
- Moderator, "Structures and Operational Strategies for Successful Expansion within the USA," and Presenter, "Selling Franchises Domestically without Getting into Trouble," and "The Use of Master Franchising, Domestically and Internationally," International Franchise Expo, New York (June 2012)
- Presenter, "IFA FRAN-GUARD™: IFA's Franchise Sales Management & Compliance Program," IFA's 52nd Annual Convention, Orlando (February 11 – 14, 2012)

NEWS

DLA Piper lawyers and practices were highlighted in the 2017 directory of Who's Who Legal

22 DEC 2017

DLA Piper is pleased to announce *Who's Who Legal* designated us as both the Real Estate Firm of the Year and the Franchise Firm of the Year for 2017.

PRO BONO

In 2008, the North Lawndale Employment Network, whose mission is to improve Chicago's North Lawndale neighborhood through innovative employment initiatives that lead to economic advancement and an improved quality of life, honored him with its Creating a Community That Works Award, recognizing his extraordinary contributions and ongoing personal commitment.