



## Sawan S. Patel

Shareholder

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Sawan Patel is a shareholder and chair of the Corporate and Finance practice group. He helps businesses grow by protecting their interests, promoting and selling their products and services, and franchising their brands. Clients appreciate his ability to provide responsive legal solutions that make practical business sense. As a business and franchise lawyer, Sawan ensures that his clients are protected—from startup through all phases of their growth.

Sawan advises clients on entity formation, contract review and drafting, commercial transactions, and purchases and sales of businesses. He works with businesses to promote and sell their products and services, including through contests and sweepstakes, product warranties, and other sale terms and conditions.

For businesses looking to grow and expand, Sawan provides legal advice on growth strategies such as distribution and sale arrangements and franchising. He counsels franchisors in structuring and operating their franchise systems by advising start-up franchisors in creating franchise systems and preparing annual Franchise Disclosure Documents and registrations for established franchisors. He also advises franchisors on franchisee relationship issues, including defaults and terminations and transfers. Sawan's clients range from startup franchisors to some of the fast growing brands in the nation, in a variety of industries including home improvement, health care, fitness, food service, and hospitality.

Sawan has been recognized for his franchise experience in working with franchisors, and he's an active and contributing member of the American Bar Association's Forum on Franchising and the International Franchise Association. Sawan has been recognized as a Rising Star® – Franchise by Super Lawyers magazine, a Legal Eagle by Franchise Times, and on the International Who's Who of Franchise Lawyers list. Sawan is perennial speaker and writer for the ABA Forum on Franchising and the International Franchise Association, having authored several Franchise Law Journal articles and frequently speaking at annual conferences on a variety of franchising topics. He is also an Associate Editor for the ABA Forum on Franchising Franchise Law Journal and the Young Lawyers Division Liaison to the Governing Committee of the ABA Forum on Franchising.

### Representative Experience

### Services

- Corporate and Finance
- Finance
- Franchise and Distribution
- International Transactions and Compliance
- Mergers and Acquisitions
- Hospitality
- Manufacturing
- Product Compliance and Liability

## Corporate Law

- Entity formation. Represent entrepreneurs in entity formations, including LLCs and corporations.
- Corporate governance. Advise clients in corporate governance and compliance matters, including governing resolutions, restructurings, buy-sell agreements, and ownership transfers.
- Mergers and acquisitions. Counsel clients during asset and business purchases and sales and mergers and acquisitions.
- Purchases and sales. Represent clients in purchases and sales of equipment and other property.
- Terms and Conditions. Develop product warranties and disclaimers, including under the Magnuson-Moss Warranty Act for manufacturers, distributors, and retailers, and terms and conditions of purchase and sale and for online applications.
- Contests and sweepstakes. Structure contests and sweepstakes, draft rules under state anti-gambling laws, and draft gift card/certificate disclaimers under gift card laws for retailers and franchisors.

## Franchise Law

- Structure new franchise systems. Represent a variety of clients in franchising their brands, including preparation of initial franchise disclosure documents.
- Franchise and disclosure documents. Amend and update annual franchise disclosure documents, draft and revise franchise agreements, and register franchise offerings.
- Franchise system acquisitions and sales. Represent franchisors in acquisitions and sales of franchise systems and in conducting franchise due diligence.
- Sales representation arrangements. Represent clients in sales representation arrangements under state commission dealership laws.
- Supply arrangements. Represent distributors in distributor and supply arrangements (both domestic and international).

## Education

- William Mitchell College of Law (J.D., magna cum laude, 2012)
  - Member, William Mitchell Law Review 2011-2012
  - Dean Bruce Burton Award Nominee, Excellence in Legal Writing
  - Dean's List
  - CALI Excellence Awards: Law and Business Clinic; Deals and Disputes Resolution: International Business; Corporate Finance
- University of Minnesota, Carlson School of Management (B.S., cum laude, 2009)
  - Majors: Honors Finance, Honors Risk Management and Insurance
  - Dean's List

## Bar/Court Admissions

- Minnesota, 2012

## Professional Affiliations

- Hennepin County Bar Association
- Minnesota State Bar Association

- American Bar Association, Business Law Section
- American Bar Association, Forum on Franchising
- Young Lawyers Division Liaison to the Governing Committee, ABA Forum on Franchising
- Associate Editor, Franchise Law Journal, ABA Forum on Franchising
- International Franchise Association

## **Recognition**

- Franchise Legal Eagle by Franchise Times, 2020-Present
- International Who's Who of Franchise Lawyers, 2018-Present
- Rising Star® - Franchise, Super Lawyers magazine, 2019-Present
- North Star Lawyer, Minnesota State Bar Association, 2013

## **Community**

- LegalCORPS Pro Bono Volunteer

# **Media**

October 12, 2023

**The Franchise Newsletter - Fall 2023**

February 8, 2023

**The Franchise Newsletter - Winter 2023**

January 26, 2022

**The Franchise Newsletter - Winter 2022**

September 18, 2019

**Washington State Investigating Use of No-Poaching Provisions in Franchise Agreements**

September 13, 2019

**Does Your Square Peg Not Fit into a Round Hole? Consider the Discretionary Exemption**

October 25, 2017

**SBA Makes it Easier For Franchisees to Obtain Financing**

May 17, 2017

**NASAA Adopts New Rules on Financial Performance Representations**

April 4, 2017

**Exemptions and Exclusions Under Federal and State Franchise Laws**

February 15, 2017

**SBA Announces Valentine's Day Changes to SBA Loan Program for Franchises**

November 12, 2014

**How Many FDDs Do I Need? New Rules on Disclosing Multi-Unit Franchising Arrangements**

June 30, 2014

**Franchising Without Spamming Under Canada's Anti-Spam Legislation**

April 15, 2014

**New Arbitration Appellate Procedures Change Playing Field**

January 16, 2014

**Forum Selection Clauses Used in Franchise Agreements Should Be Given More Deference**

November 25, 2012

**Compliance Best Practices with Foreign Corrupt Practices Act**