



## Sandra (Sandy) Bodeau

Partner

Minneapolis

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Sandy Bodeau practices in the areas of franchise and distribution law and mergers and acquisitions. She focuses on advising franchisors on new and ongoing franchise system development, registration and compliance, and ongoing franchise relationship issues. She also advises buyers and sellers in mergers & acquisitions, often acting as franchise special counsel when franchise brands and multi-unit franchised units are bought and sold, especially for private equity firms.

Sandy has helped clients in a variety of industries, including restaurants, health and fitness, companion care, hotels, recreational vehicles distribution, commercial and residential cleaning, home services, printing & graphics, restoration, and personal care services. She has also worked as in-house counsel for a franchisor of multiple resale retail concepts, giving her first-hand experience with both the legal and business issues faced in franchising.

### Areas of Focus

#### Services

[Corporate & Business](#)

[Franchise & Distribution](#)

[Mergers & Acquisitions](#)

[Franchise M&A](#)

#### Sectors

[Wholesale & Retail](#)

[Distribution](#)

[Restaurant, Food & Beverage](#)

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### Credentials

#### Education

- University of Minnesota, J.D., cum laude
- University of Wisconsin-Madison, B.A., Economics

#### Bar Admissions

- Minnesota

- Texas
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## Presentations

- Opening Remarks, "Annual Leadership Conference," 2024 IFA Annual Convention, February 17, 2024
  - Moderator, "Navigating Access to Capital Challenges," Lathrop GPM Increasing Diversity in Franchising Series, November 30, 2022
  - Facilitator, Roundtables: *Franchisee Financial Statements for Franchisors*, H.E.A.T. Franchise Summit, August 25 – 27, 2020
  - Moderator, *Owning a Franchise Business*, 2020 AIM: Women's Leadership Conference, Association of Corporate Growth, March 2020
  - Moderator, *Preparing Your Franchise Business for Sale: What I Wish I Had Known*, 2020 International Franchise Association (IFA) Annual Convention, February 2020
  - Panelist, *Dare to Negotiate: The Art of Negotiation*, National Association of Women Business Owners, August 17, 2017
  - Presenter, *10 Commandments of Franchise Sales*, International Franchise Exposition, New York, NY, June 16, 2017
  - Presenter, *Franchise 2.0: Tools for Taking Your Franchise Model to the Next Level*, International Franchise Exposition, New York, NY, June 15, 2017
  - Co-presenter, *Basics Track: Mergers & Acquisitions*, 49th Annual International Franchise Association Legal Symposium, May 15, 2016
  - Facilitator, *Beyond the Blunders: From Mistakes to Great*, IFA 55th Annual Convention, Las Vegas, Nevada, February 15, 2015
  - Presenter, *Health Care Reform and the Franchisor: Getting Ready Now for 2014*, January 1, 2013
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## Publications

- Co-author, *Acquiring a Franchise System: Due Diligence Tactics to Assess Value*, Franchising World, October 2013
  - Co-author, *Selling the Franchise System: Laying the Legal Groundwork to Optimize Value*, Franchising World, April 2013
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## Professional Activities

- American Bar Association, Forum Committee on Franchising; Business Law Section
- Minnesota State Bar Association, Business Law Section; Uniform Commercial Code Committee, former member



## Community Involvement

- Edina Community Foundation, Board of Directors
- Community volunteer with countless hours contributed to public schools and other civic endeavors