

From a Dream to an Agreement: Business and Legal Considerations for Franchisees



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Welcome

Vanessa Vaughn West, Director – Diversity & Inclusion
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Panelists

Andra Terrell

Senior Vice President, General Counsel and Secretary
Regis Corporation

Calvin Golden

Multi-Unit Franchise Developer Owner
Wingstop

Tim Williams, CFE

Chief Franchising Officer
Williams Licensing

Moderator: Carlos White

Partner
Lathrop GPM LLP



The Dream

- Appeal From Franchisor's Perspective
- Appeal From Franchisee's Perspective

The Documents

- Regulatory Requirements
- Balancing Brand Growth with Legal Requirements

The Diligence (From Franchisee's Perspective)

- Attributes of a Successful Franchise System
- Questions that Franchisees Should Ask a Franchisor

The Dream Is Deferred For Many

- Some Contributing Factors to Lack of Racial Diversity in Franchising
- Practical Insights to Help Improve Racial Diversity in Franchising
 - Example: Mayor of Dallas Franchise Initiative



Increasing Diversity in Franchising Webinar Series: Upcoming Topics

2022

- **Navigating the Access to Capital Challenges**



Contact Us

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Thank You!



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