



# Franchising: Realities and Remedies, Forms Volume

*Harold Brown, Ebin Sandler*

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Franchising: Realities and Remedies, Forms Volume provides actual franchise agreements and completed pre-sale disclosure statements for some of the most popular franchised businesses, including residential real estate businesses, restaurants, hotels, jewelry stores, weight control centers, hair care salons, discount muffler specialists, and learning facility businesses. While franchising contracts are generally considered onerous to the franchisee, the Franchising: Realities and Remedies, Forms Volume was created with fairness in mind. The authors have included extensive analysis and commentary for each paragraph of these sample forms. You'll know what to look for in an agreement—and how to proceed during negotiations. This unique deskbook addresses the transition from the former FTC pre-sale disclosure regulations (which applied to the Uniform Franchise Offering Circular) to the revised FTC Franchise Rule and NASAA Guidelines. The book also offers guidance on the standards of good faith and fair dealing, as well as many other issues that confront franchisors and franchisees.



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