

Law of Product Distribution & Franchise Seminar

Hosted since 1991

Draft Agenda as of September 5, 2024

- 8:30 a.m. – 9:00 a.m. **Breakfast + Registration**
- 9:00 a.m. – 9:05 a.m. **Welcome Remarks**
Trent M. Johnson, Partner, Foley & Lardner
- 9:10 a.m. – 9:55 a.m. **The FTC’s Initiatives on Franchising, Non-Competes, the Right to Repair, and “Unfairness”**
Michael J. Lockerby, Partner, Foley & Lardner
- 10:00 a.m. – 10:45 a.m. **Nearshoring into Mexico: Go Full-Fledged IMMEX or Lighter?**
Marcos Carrasco-Menchaca, Partner, Foley & Lardner México, S.C.;
Alejandro Gómez-Strozzi, Partner, Foley & Lardner México, S.C.
- 10:45 a.m. – 11:00 a.m. **Networking Break**
- 11:00 a.m. – 11:30 a.m. **Spotlight Session: *Best Practices for Preparing for and Responding to Cybersecurity Incidents***
Jennifer L. Urban, Partner, Foley & Lardner;
Samuel D. Goldstick, Senior Counsel, Foley & Lardner
- 11:35 a.m. – 12:05 p.m. **Spotlight Session: *Tools for Minimizing Liability When Terminating Dealers, Distributors, and Franchisees***
Nathan D. Imfeld, Senior Counsel, Foley & Lardner;
Tim Patterson, Senior Counsel, Foley & Lardner
- 12:10 p.m. – 12:40 p.m. **Spotlight Session: *Aiming for a Soft Landing: Effective Strategies and Considerations for Terminations and Non-Renewals***
Christina M. Kennedy, Partner, Foley & Lardner
- 12:45 p.m. – 1:05 p.m. **Lunch**



Venue:
Foley & Lardner
321 North Clark St.
Chicago, IL 60654

CLE Credit

Applications for accreditation will be submitted to CO, FL, NY, and WI for up to 7.0 credit hours (50-min. hour) and CA, IL, NC, TX, UT, and VA for up to 6.0 credit hours (60-min. hour).

See page two for specific details.



Wednesday,
October 23, 2024
8:30 a.m. - 6:00 p.m.

Questions?

Contact [Trisha Addy](#) or [Jessica Moradmand](#)

Product Distribution & Franchise Seminar

Program Agenda

- 1:05 p.m. – 1:50 p.m. **Luncheon Panel | Product Distribution, Supply and Franchise Agreements in Latin America**
Charles E. Meacham, Partner, Foley & Lardner;
Francisco Zappa, Bomchil – Argentina;
Luiz Claudio, Salles Cristofaro, Chediak Advogados – Brazil;
Jaime Herrera, Posse Herrera Ruiz – Colombia;
Jose Alejandro Torres, Posse Herrera Ruiz – Columbia
- 2:00 p.m. – 2:30 p.m. **Concurrent Breakout Discussions**
Strategies to Consider When Dealing with Distressed Counterparties – Supplier Side Versus Customer Side
Sharon M. Beausoleil, Of Counsel, Foley & Lardner
What's the Latest in Global Trademark Protection
Jami A. Gekas, Partner, Foley & Lardner
- 2:35 p.m. – 3:05 p.m. **Concurrent Breakout Discussions**
Evolving Warranty Restrictions: When to Retool Standard Provisions
Connor A. Sabatino, Special Counsel, Foley & Lardner;
Jenny Y. Wang, Associate, Foley & Lardner;
Austin R. Kissinger, Associate, Foley & Lardner
Set up for Success: How to Win from Day Zero in any International Arbitration Dispute
Roland Potts, Partner, Foley & Lardner
- 3:10 p.m. – 3:40 p.m. **Concurrent Breakout Discussions**
Anticipating and Resolving Common Supply Chain Disputes
Leah R. Imbrogno, Partner, Foley & Lardner
Challenges and Opportunities in the Global Supply Chain
Peter Loh, Partner, Foley & Lardner;
Brian Bourke, Global Chief Commercial Officer, SEKO;
Jonathan Walters, Chief Strategy Officer, TruckFix
- 3:40 p.m. – 4:00 p.m. **Networking Break**
- 4:00 p.m. – 4:45 p.m. **Vertical Price and Non-Price Restraints: What Can the Supplier Control?**
Roberta 'Bobbi' Howell, Partner, Foley & Lardner;
Kate E. Gehl, Partner, Foley & Lardner
- 4:50 p.m. **Closing Remarks**
- 5:00 p.m. – 6:00 p.m. **Networking Reception**

CLE Credit

Applications for accreditation will be submitted to CO, FL, NY, and WI for up to 7.0 credit hours (50-minute hour) and CA, IL, NC, TX, UT, and VA for up to 6.0 credit hours (60-minute hour).

Uniform Certificates of Attendance will be provided to attendees seeking credit in other jurisdictions so they may self-apply for credit if their jurisdictions allow.

Foley & Lardner LLP is an approved MCLE provider in California, Colorado, Illinois, New York, Texas, and Utah.

For purposes of New York CLE credit, this program is appropriate for both newly admitted and experienced attorneys.

Certificates of attendance will be emailed to eligible participants approximately eight weeks after the program.

About Foley & Lardner

Foley & Lardner LLP is a preeminent law firm that stands at the nexus of the energy, health care and life sciences, innovative technology, and manufacturing sectors. We look beyond the law to focus on the constantly evolving demands facing our clients and act as trusted business advisors to deliver creative, practical, and effective solutions. Our 1,100 lawyers across 25 offices worldwide partner on the full range of engagements from corporate counsel to IP work and litigation support, providing our clients with a one-team solution to all their needs. For nearly two centuries, Foley has maintained its commitment to the highest level of innovative legal services and to the stewardship of our people, firm, clients, and the communities we serve.

ATTORNEY ADVERTISEMENT. The contents of this document, current at the date of publication, are for reference purposes only and do not constitute legal advice. Where previous cases are included, prior results do not guarantee a similar outcome. Images of people may not be Foley personnel.