

Summary of Contents

Volume 1

PART I. THE FRANCHISE MODEL—KEY LEGAL CONSIDERATIONS

- Chapter 1. A History of Franchise Legislation in Canada
- Chapter 2. Key Elements of Franchise Laws in Canada
- Chapter 3. Legal Analysis of a Typical Franchise Agreement
- Chapter 4. Key Items in a Franchise Disclosure Document
- Chapter 5. Master Franchising
- Chapter 6. Mergers and Acquisitions of Franchise Companies
- Chapter 7. Trademarks
- Chapter 8. Technology Procurement Considerations for the Unwary Franchisor

PART II. INTERNATIONAL FRANCHISING

- Chapter 9. Considerations for Foreign Franchisors Relating to Franchising in Canada
- Chapter 10. Franchising in the United States
- Chapter 11. Franchising in the United Kingdom
- Chapter 12. International Franchising: Legal and Business Decisions
 - Appendix 12A. Exhibit 1: Countries with Franchise Sales Laws
 - Appendix 12B. Exhibit 2: Countries or Jurisdictions with Relationship-Type Laws
 - Appendix 12C. Exhibit 3: Additional Resources

PART III. BUSINESS PRACTICES

- Chapter 13. Franchising in Quebec
 - Appendix 13A. Examples of Home Grown Quebec—Established Franchisors
 - Appendix 13B. Examples of Canadian Franchisors Established in Quebec
 - Appendix 13C. Examples of International Franchisors Established in Quebec

- Chapter 14. Competition Matters
- Chapter 15. Regulation of Business Practices
- Appendix 15A. Gift Card Legislation Comparison Chart

Volume 2

PART IV. FRANCHISE DISPUTES: CASE LAW & COMMENTARY

- Chapter 16. Leading Franchise Decisions
- Chapter 17. Canadian Franchise Class Actions
 - Appendix 17A. Canadian Franchise Class Actions
- Chapter 18. The Enforcement of Restrictive Covenants in Franchise Agreements
 - Appendix 18A
 - Appendix 18B

PART V. REAL ESTATE

- Chapter 19. Real Estate Considerations
- Chapter 20. Franchise Relationships with Landlords
- Chapter 21. Legal Analysis of Typical Lease Documents in Franchise Relationships

PART VI. FINANCING

- Chapter 22. Financing Considerations in Franchising
- Chapter 23. Canadian Banks and Franchise Financing

PART VII. BANKRUPTCY AND RECEIVERSHIP

- Chapter 24. Bankruptcy, Receivership and Franchising

PART VIII. ACCOUNTING AND TAX

- Chapter 25. Accounting Matters Affecting Franchisors
- Chapter 26. Franchise Valuation
 - Appendix 26A. Illustrative Examples
- Chapter 27. Tax Matters Affecting Franchising

Volume 3

PART IX. QUICK REFERENCE GUIDE

- Chapter 28. Best Practices for Franchise Lawyers

SUMMARY OF CONTENTS

PART X. DEVELOPING AND OPERATING A FRANCHISE SYSTEM—BUSINESS ISSUES

- Chapter 29. Feasibility Assessment: Should I Franchise My Business?
- Chapter 30. Converting a Small Business to a Franchise: Strategic and Long Range Planning
- Chapter 31. Developing a Brand Using Franchising as the Primary Growth Strategy
- Chapter 32. Franchise Operation Manual
- Chapter 33. Operating Systems That Manage Results
- Chapter 34. Insurance Considerations in Franchising
 - Appendix 34A. Sample Insurance Clauses in Franchise Agreements
 - Appendix 34B. Franchise Reabsorption Plan
- Chapter 35. Franchisor Approved Supplier Programs
- Chapter 36. Franchisor Revenue Sources and Profit Centres
- Chapter 37. Marketing to Prospective Franchisees
- Chapter 38. Planning in the Franchise Environment
- Chapter 39. Strategic Thinking and Planning: The Key to Profit and Growth
- Chapter 40. Marketing Strategies for Franchisees
- Chapter 41. Managing System Change—Technology
- Appendix X-A. Other Information Sources for Franchising

Appendices

- Appendix A. Table of Concordance—Canadian Franchise Legislation
- Appendix B. Franchise Legislation Comparison Chart (Acts)
- Appendix C. Franchise Legislation Comparison Chart (Regulations)

Volume 4

Appendices (Continued)

- Appendix D. Archival Reference

Table of Cases

Index