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Jim Ullman Provides Legal Tips on Franchise Business Radio

Spencer Fane attorney James Ullman was the special guest for Episode 9 of *Franchise Business Radio*, a Franchise Intellect, Inc.-sponsored podcast.

In his conversation with hosts Pam Currie and Shari Currie Skjoldager, Jim applies over 30 years of legal experience to decode the intricacies of a Franchise Disclosure Document. He also provides smart negotiation strategies and real-world examples for avoiding costly mistakes and showcases the benefit of hiring a franchise attorney.

"I tell clients, 'If you hire me, it's primarily educational. I want you to understand what you're signing, I'll answer your questions and I'll tell you the things there that are very much in the franchise realm but are out of the realm of other contracts but standard.'" Jim says. "You need to understand that you're getting into a different world. Let us help guide you.'"

At Spencer Fane, Jim counsels franchisors and franchisees in a wide variety of transactions and franchise-specific processes, drawing on more than 35 years of industry experience and a commonsense approach to law designed to maximize opportunities and drive value. His diverse clientele comprises everything from startups to national and multinational corporations to major financial institutions, including private equity and venture capital groups.

Listen to Jim's full podcast episode here.