



## RETAIL

In the fast-paced, non-stop business world of retailing, **regional, national** and **international** businesses require nimble, knowledgeable outside legal counsel who can help them resolve challenges and maximize opportunities, across the street and around the globe.

For mid-sized and multinational retailers alike, business issues confront and challenge management, often intersecting with complex legal issues. From both a transactional and litigation/regulatory perspective, the legal issues of retaining and expanding marketshare play an important role in the strategy of any successful retail operation.

The firms and attorneys that make up ALFA International's Retail Practice Group focus on helping businesses develop and implement solutions and options that enable them to stay ahead of the game — and the competition. This commitment is especially important in the constantly changing retail environment in which economic, market, regulatory and consumer trends are interrelated and always in flux.

Our diverse clients include regional, national and international retailers whose stores, brands, distribution channels and other operations transverse a wide geographic area and are located in multiple jurisdictions. Our national network of skilled attorneys is ideally suited to serve clients that operate across state and national borders. Together, we provide effective, comprehensive legal guidance in virtually every area of business law, including:

- Business transactions
- Contract negotiations
- Labor and employment
- Leasing and landlord/tenant relations
- Litigation
- Premises liability
- Mediation and arbitration
- Real estate development
- Supply chain management
- Risk and security management
- Zoning and land use
- General business counseling

Retailers with international operations can benefit from ALFA's worldwide membership which includes outstanding law firms in Europe, Latin America, Asia, and the Pacific Rim. Given the challenges of doing business overseas, extensive legal experience and in-depth knowledge of international law are minimum requirements. Companies also need legal counselors who provide up-to-the-minute information, deliver highly coordinated services, and understand the full impact of emerging international business and regulatory trends.

We regularly share knowledge through a number of programs:

**Seminars.** The Retail Practice Group is committed to a broad slate of activities and national conferences that enable senior executives, in-house counsel and their legal partners to gather with leading business and legal professionals to discuss emerging, timely issues and learn how to develop strategies to address these opportunities and challenges. Regional programs are also planned, focusing on local concerns or specific industries. Our attorneys are members of a number of leading retail trade organizations focused on the many business and legal challenges this sector confronts.

**Tele-Seminars.** In order to provide ongoing support and information between major events, and on behalf of clients who are unable to attend these larger conferences, periodic tele-seminars provide focused, moderated discussions on key topics.

**Speakers Bureau.** ALFA maintains a speakers bureau that enables retail clients, associations and organizations to tap experienced attorneys for a wide range of meetings and industry-related events, locally, nationally and internationally. Many of our member attorneys are actively involved in these retail and other industry associations and are frequent speakers, panelists and moderators at both ALFA-sponsored events and those of organizations and associations seeking new perspectives and commentary.

For additional information regarding the services of the ALFA Retail Practice Group, please contact ALFA International headquarters at 312.642.2532.