

Commercial & Business Transactions

The MVG assists clients with a full range of commercial arrangements and business transactions. Our extensive experience in sophisticated corporate, real estate, and financial transactions enables us to craft practical and creative strategies for handling complex matters to achieve our clients' goals, all within the wide-ranging regulatory framework of the motor vehicle industry.

We frequently advise our clients on transactions that include, for example, structuring and documenting new dealership relationships, navigating the sales of dealerships and corresponding manufacturer rights of first refusal, advising manufacturers on dealer financing issues, and negotiating and implementing dealership terminations and corresponding repurchase obligations on manufacturers.

In addition, we help our clients with the full spectrum of commercial arrangements that impact the distribution of their products. For example, we assist our clients in negotiating and implementing supply contracts, agreements for logistics services and software, and contracts relating to promotional, sponsorship, and licensing arrangements. We also advise our clients with respect to such matters as the marketing and sale of extended warranties, service contracts, and maintenance plans, fleet sales to various government and retail customers, and mobile service and other third-party service arrangements, and in connection with issues such as those surrounding data collection, privacy, cybersecurity, and emerging technologies.

PROFESSIONALS

Sarah M. Bernstein

Karyn L. Doerfler

Brandon C. Prosansky

Victoria Rusanova Cordiak

Matthew F. Singer

Owen H. Smith

Jack Snyder

Steven J. Yatvin

Katie E. Yonover