



## Andrew J. Sherman

Partner

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### Practices & Sectors

#### Corporate

Mergers &  
Acquisitions

Franchise &  
Distribution  
Counseling and  
Litigation

Intellectual Property

Impact Investment

## Biography

Andrew Sherman is a Partner and Chair of the Washington, D.C. Corporate Department of Seyfarth Shaw LLP. He focuses his practice on issues affecting business growth for companies at all stages, including developing strategies for licensing and leveraging intellectual property and technology assets, intellectual asset management and harvesting, as well as international corporate transactional and franchising matters.

He has served as a legal and strategic advisor to dozens of *Fortune 500* companies and hundreds of emerging growth companies. He has represented U.S. and international clients from early stage, rapidly growing start-ups, to closely held franchisors and middle market companies, to multibillion dollar international conglomerates. He also counsels on issues such as franchising, licensing, joint ventures, strategic alliances, capital formation, distribution channels, technology development, and mergers and acquisitions.

Mr. Sherman has written nearly 30 books on the legal and strategic aspects of business growth, franchising, capital formation, and the leveraging of intellectual property, most of which can be found on [Amazon](#). He also has published many articles on similar topics and is a frequent keynote speaker at business conferences, seminars, and webinars. He has appeared as a guest commentator on CNN, NPR, and CBS News Radio, among others, and has been interviewed on legal topics by *The Wall Street Journal*, *USA Today*, *Forbes*, *U.S. News & World Report*, and other publications.

Mr. Sherman serves as an adjunct professor in the M.B.A. programs at the University of Maryland and as well as the law school at Georgetown University and is a multiple recipient of the University of Maryland at College Park's Krowe Excellence in Teaching Award.

## Education

- J.D., American University Washington College of Law (1986)
- B.A., University of Maryland (1983)

## Admissions

- District of Columbia

## Affiliations

- American Bar Association, Forum Committee on Franchising
- American Bar Association, Section on Business Law
- American Bar Association, Subcommittee on Domestic and International Business Structures and Agreements of the International Business Law Committee
- District of Columbia Bar, Section on Corporations and Business Law
- The Society of Franchising

## Presentations

- "Strategies For Penetrating The U.S. Market For Overseas Franchisors," 2017 International Franchise Exposition, New York, NY (June 15, 2017)
- "Small Business: The Key to Economic Growth," U.S. House Committee on Small Business, Washington D.C. (April 27, 2017)
- "Gender Diversity On Corporate Boards: How Do We Get There?," Smith School, Washington D.C. (March 8, 2017)
- "[Harvesting Intangible Assets: Uncover Hidden Revenue in Your Company's Intellectual Property](#)," TEDxTalk (January 24, 2014)
- ATA Telemedicine Venture Summit (2014)
- Coalition for Mortgage Industry Solutions (CMIS) Executive Leadership Summit (June 17, 2008)
- "Strategies for Surviving and Thriving in 2008: How to Keep Growing in a Slowing Economy," Raising Capital in Turbulent Markets (April 8, 2008)
- SECAF Educational Program: Key Legal and Strategic Issues for Growing Government Contractors (February 15, 2008)
- Featured Thought Leader, The Mid Marketplace in 2008, When & How to HOLD & GROW or SELL & GO? (January 14-15, 2008)
- Keynote Speaker, Small Business Leadership Summit (November 15, 2007)
- "Riding the New Wave of Life Sciences Mergers & Acquisitions, Working Successful Post-Merger Integration Processes into the Deal Plan," American Conferences Institute (March 14, 2007)
- "Employment Law and Litigation Tips; Making Money Prosecuting Corporate Price-Fixers; State Attorneys General; The Life and Times of a Corporate Lawyer and Business Strategist," National Youth Leadership Forum on Law (February 10, 2006)
- "Getting Deals Done Post Sarbanes-Oxley," Continuing Legal Education, M&A Transaction and Compliance Program (November 8, 2005)
- "Understanding the Federal and State Franchising Laws: Growth Opportunities and Avoiding Traps for the Unwary," Continuing Legal Education (October 19, 2005)

## Publications

- "[Strategic Planning in Uncertain Times: A "How To" for Businesses](#)," *Presidential Pulse*, Seyfarth Shaw LLP (May 26, 2017)
- "The Crisis of Disengagement and Its Impact on Innovation," *CorporateLiveWire* Intellectual Property 2017 Expert Guide (January 2017)
- Co-Author, "[10 Key Ways the Trump Administration May Impact The Way You Do Business in 2017](#)," *Presidential Pulse*, Seyfarth Shaw LLP (December 12, 2016)
- "The Death of EBITDA: New Regime of Valuation Factors," 18 No. 6 *Valuation Strategies* 28 (2015)
- "The JOBS Act: Its Impact on M&A," 24 No. 2 *The Journal of Corporate Accounting & Finance* 17 (2013)
- "Franchise Agreements, Commercial Contracts," *Strategies for Drafting and Negotiating*,

Aspen Publishing (November 16, 2011)

### Accolades

- Notable Practitioner, Corporate/M&A & Private Equity (District of Columbia), *Chambers USA* (2007–2017)
- Recognized Attorney, M&A/Corporate & Commercial: M&A Middle Market (U.S), *Legal 500 USA* (2017)