



International Distribution Institute

Preparing for Termination

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Approach

- Agency / Distribution / Franchise
- High level review
- Civil /Common law
- Questions / Interventions

Commercial Imperatives

- Avoiding litigation
- Stock return
- Continued use of the brand
- Marketplace continuity
- Other
- How best to achieve those objectives?

Contract Duration

- Fixed term
- Rolling / 12 months notice
- Indefinite
- Renewals

Termination Clauses

- Termination rights
 - With notice
 - Without notice
- Post termination obligations

Other Issues

- Breach notices
- Renewal procedures
- Applicable law/dispute resolution method
- Period in which to bring a claim
- Contribution to costs in litigation