RIW | Ruberto Israel & Weiner



Eric Sigman

Shareholder

(617) 570-3575 ems@riw.com

Memberships
- USA 500 Clubs
- Boston Bar Association
- New England Business Broker's Association

Honors & Awards
- Franchise Times Magazine Legal Eagle (2024, 2025, 2026)
- Massachusetts Super Lawyers, Franchise/Dealership (2022-2025)
- Boston Magazine Top Lawyer - Corporate Counsel (2022-2025)
- Massachusetts Super Lawyers Rising Star, 2012, 2016-2017

Education
- Bachelor of Science in Psychology from the University of Vermont
- J.D. from Suffolk University

Bar & Court Admission
- Massachusetts

Practices
- Corporate & Business
- Franchise Law
- Mergers & Acquisitions
- Restaurant & Hospitality

Industries
- Hospitality & Retail Services

Eric Sigman is a shareholder of the firm and chairs the Franchise Practice Group. He is a member of the Corporate Department, and the Mergers and Acquisitions, and Restaurant and Hospitality groups. Eric represents multi-unit franchisees, area developers, franchisors, and other privately held businesses in complex transactional matters, with a particular focus on franchise growth, development arrangements, commercial leasing, corporate structuring, and mergers and acquisitions.

He is particularly known for advising multi-unit franchise operators and developer groups on growth-oriented transactions, including large-scale development deals, acquisitions, financings, entity structuring, and lease negotiations. He works closely with clients as they expand into new markets, negotiate with franchisors and landlords, and build platforms designed for long-term growth.

In addition to his franchise-focused practice, Eric advises clients on a broad range of middle-market corporate transactions, including asset and stock purchases, joint ventures, succession-related transactions, and buy-side and sell-side M&A. His experience spans a range of industries, including health and wellness, retail, restaurants, healthcare, logistics, defense, and energy, giving him a practical commercial perspective across a variety of business models and deal structures. Clients value Eric for his practical judgment, strong negotiation skills, and ability to manage sophisticated transactions efficiently and effectively.

Representative Matters

- Represented a multi-unit franchisee in the negotiation and structuring of a multi-state development arrangement, including related entity formation, capitalization, and lease strategy.
- Advised an area developer in connection with the acquisition and expansion of a health and wellness franchise platform, including development agreement negotiations and leasing for new locations.
- Represented a developer group in a large-scale franchise growth transaction involving the negotiation of a significant multi-unit development deal with the franchisor.
- Counseled a multi-unit operator on a series of acquisitions designed to expand its franchise footprint across multiple jurisdictions.

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Representative Matters

- Represented a client in the formation and structuring of a joint venture established to acquire, develop, and operate franchise locations.
- Advised one party in the merger of two area developers, including corporate restructuring, governance, profit-sharing arrangements, and negotiations with lenders and landlords.
- Represented an investor group in the acquisition and development of a multi-unit franchise platform, including financing, commercial lease negotiations, and corporate structuring.
- Advised a franchisee group on commercial leasing strategy in connection with a regional expansion plan across several new markets.
- Represented a purchaser in the acquisition of a lower middle-market business and related real estate assets.
- Advised buyers and sellers in asset and stock transactions involving founder-led and middle-market businesses.
- Represented a privately held company in a sell-side transaction involving a strategic buyer.
- Advised a business in connection with a sale process involving a private equity buyer.
- Represented a franchisor in connection with franchise documentation, including preparation and development of disclosure materials, and the launch of initial franchised locations.

Publications

- *How Development Schedules Shape Multi-Unit Franchise Success* (March 2026)
- *Scaling Up: Key Legal Considerations for Multi-Unit Franchisees* (February 2026)
- *Understanding Franchise Leases: What Franchisors, Franchisees, and Landlords Need to Know* (March 2025)
- *Navigating SNDA and Estoppel Certificates: Insights for Tenants and Landlords* (November 2023)
- *Three Considerations When Franchising Your Business* (March 2023)
- *Real Estate Issues for Franchises* (August 2021)