

## PRESENTERS



### **Sarah Pilcher, Principal, The Franchise Lawyer, Auckland**

Sarah is a sole practitioner with over 20 years' experience working with businesses and entrepreneurial business owners. She has an MComLaw (Hons) and DipBus (PostGrad) and has completed a number of Institute of Directors courses as a recent member. Sarah deals with all aspects of owning and operating businesses for her clients, with a particular focus on franchise work. She has a mix of long term private clients and part-time/project-based in-house roles and has worked outside the law in HR, as a franchise consultant and as a shareholder in a commercial property business. Working in and owning businesses has given Sarah a genuine understanding of the issues owners, directors and managers have to deal with.



### **Deirdre Watson, Barrister, Auckland**

Deirdre has practised as a Barrister since 1993, and is a specialist in franchise disputes. She holds an LLM (Hons), is a regularly sought-after presenter to NZLS CLE, ADLS, the University of Auckland and other groups on legal issues relating to franchising, writes regularly on franchise issues, and was a Board Member of the Franchise Association of New Zealand for six years, including two years as Vice Chair. Deirdre has acted for numerous franchisors and franchisees on franchise matters and in particular disputes concerning enforcement of franchise agreements.

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