

THE RANKS

LAW FIRMS

RANKED BY NUMBER OF DIRECT SELLING CLIENTS

Each month *The Ranks* spotlights companies, people or trends that are important to the direct selling channel. This month, **The Ranks lists law firms that work specifically in the direct selling realm, ranked by number of direct selling clients.** If client information was not provided, “WND” indicating “would not disclose” is used in the column. The Ranks will vary monthly in type of information and in number of items included.

Rank	Company Name & Location	Number of DS Clients	Contact Info	Law Focus	3 Representative Clients
1	Reese Poyfair Richards <i>Cottonwood Heights, UT</i> mlmlaw.com	120	Spencer Reese 801-981-8281 sreese@rprlaw.net	Corporate Law, Start-Up Consulting, Litigation	USANA doTerra Beachbody
2	Gowling WLG <i>Ottawa, Ontario</i> gowlingwlg.com	47	Lewis Retik 613-783-8849 lewis.retik@ gowlingwlg.com	Direct Sales, E-commerce, Product Regulatory	WND
3	<u>Millar Kreklewetz</u> <i>Toronto, Ontario</i> taxandtradelaw.com	46	Rob Kreklewetz 416-540-6204 rgk@ taxandtradelaw.com	International, Tax Law, Management Consulting	WND
4	Scheef & Stone <i>Dallas, TX</i> solidcounsel.com	30	Brent Kugler 214-706-4211 Brent.kugler@solid- counsel.com	Corporate Law, Patents/Trademark, Litigation	WND
5	Brouillette <i>Montreal, Quebec</i> brouillette.ca/en/	29	Robert Brouillette 514-397-6900 rb@brouillette.ca	Legal Counsel, Patent and Trademark	Kyani Younique Xyngular
6	Buchalter <i>Los Angeles, CA</i> buchalter.com/industry- specialty/mlm	14	Larry Steinberg 213-891-0700 LSteinberg@ buchalter.com	Litigation, Field Compliance, Regulatory Compliance	Isagenix Kyani Rodan + Fields
7	Winston & Strawn <i>Dallas, TX</i> winston.com	14	John Sanders 214-453-6462 Jsanders@winston. com	Class Action & Gov't. Defense, Compliance, Litigation	Arbonne Young Living LifeVantage
8	Nehra & Waak <i>Delton, MI</i> mlmatty.com	13	Richard (Rick) Waak gnehra@mlmatty.com	Direct Selling Legal	WND
9	Thompson Burton <i>Franklin, TN</i> thompsonburton.com	WND	Kevin Thompson 615-465-6000 kevin@thompson burton.com	Corporate Law, Start-Up Consulting, Litigation	WND
10	Kelley Drye & Warren <i>Washington, D.C</i> kelleydrye.com/advertising -and-privacy-law- resource-center	WND	John Villafranco 202-342-8423 jvillafranco@ kelley- drye.com	Litigation, Advertising Law, Consumer Protection	WND