

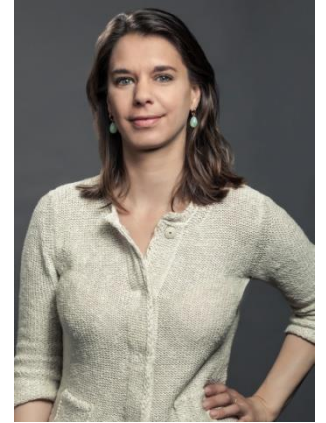


Juridiskās sadarbības formas un
ieteikumi slēdzot līgumus
Nīderlandē
Rīga, 3 March 2016

Mirjam van Schoonhoven



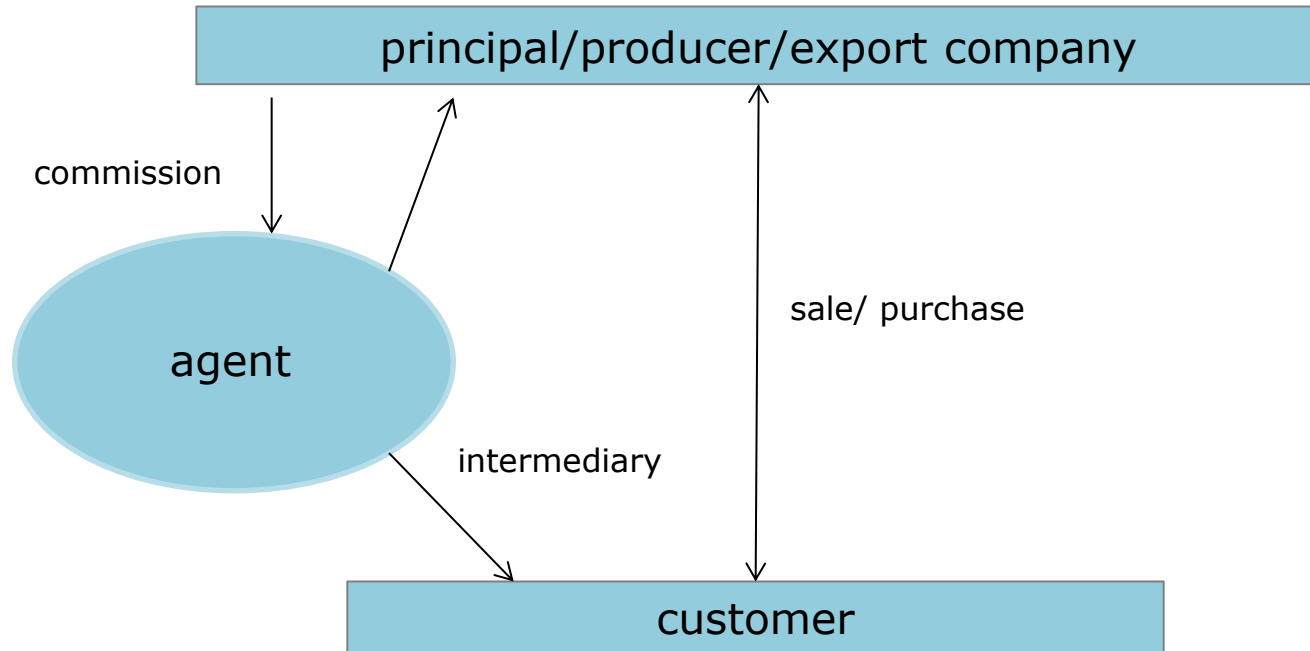
**CORPORATE LAWYER AT
VAN TILL ADVOCATEN**



Agency



Agency



Agency

- Key Characteristics:
 - Intermediary
 - No party to contract principal and customer
 - Commission based on realised turnover

Agency

- Benefits:
 - Limited costs (you only pay for result)
 - Limited risk
 - Customer base

Agency

- Disadvantages:
 - Benefits under Dutch law
 - Goodwill indemnity
 - Protection Dutch law in case of oral agreement

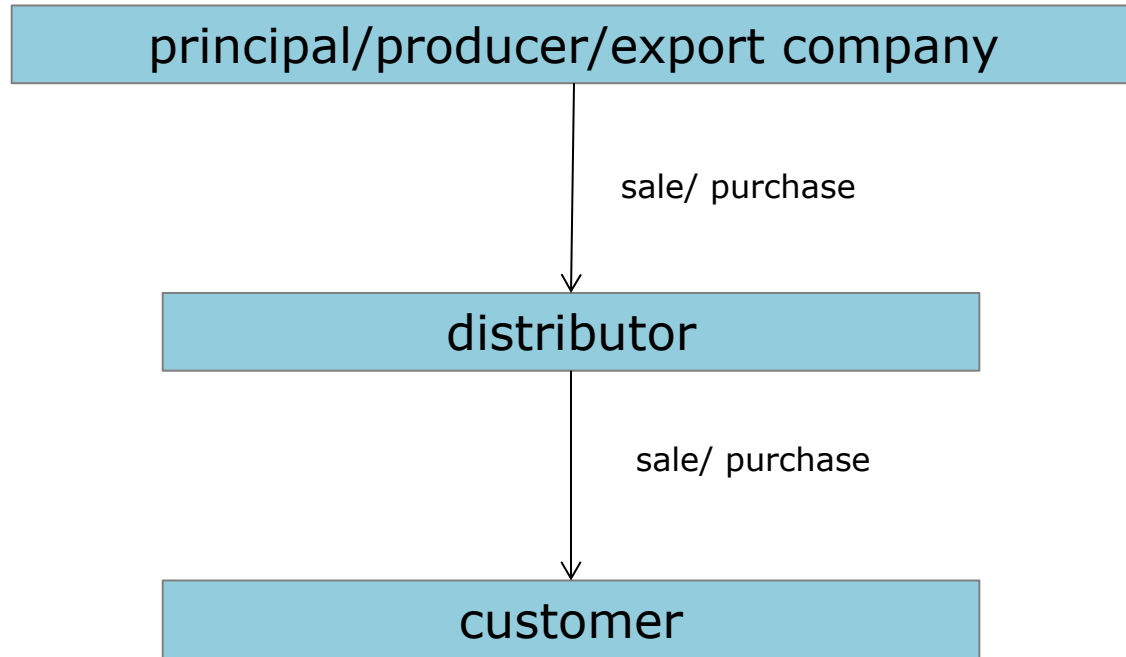
Agency



Distribution



Distribution



Distribution

- Key Characteristics:
 - Purchases products
 - Sells in its own name
 - Acts for its own risk and account

Distribution

- Benefits:
 - Limited costs
 - Limited risk
 - No mandatory protection under Dutch law

Distribution

- Disadvantages:
 - No customer base
 - No mandatory rules:
 - a contract in writing is key

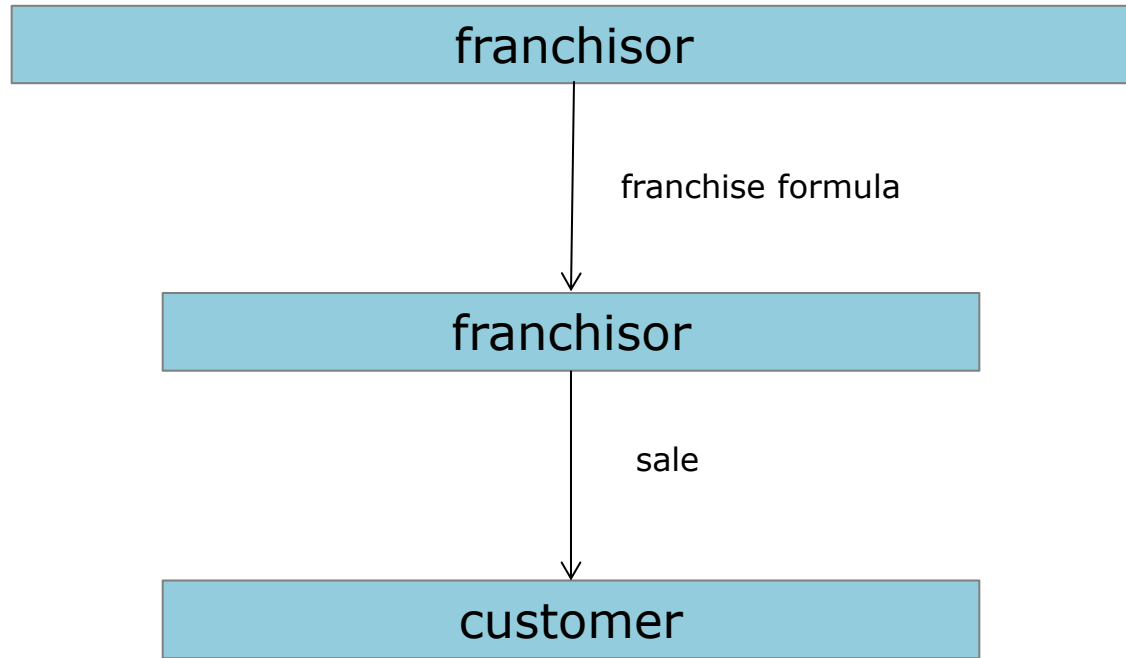
Distribution



Franchise



Franchise



Franchising

- Key characteristics:
 - Franchise formula exploitation
 - Franchise fee
 - (Often in combination with) rental agreement

Franchising

- Benefits:
 - Fixed Franchise fee
 - Limited risk
 - No mandatory protection under Dutch law

Franchising

- Disadvantages:
 - (Often in combination with) rental agreement
 - No mandatory rules or protection under Dutch law
 - A contract in writing is key!

Franchise



A photograph of a building entrance featuring a glass door with a wooden frame and a metal handle. The door is partially open, revealing a brick building with white window frames and a parking area with a white car and bicycles. A teal semi-transparent overlay is positioned in the center of the image, containing the word "Questions?" in white text. The background shows a brick building with several windows and a tree. In the foreground, there are wooden handrails and a metal door handle.

Questions?

Thank you!

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