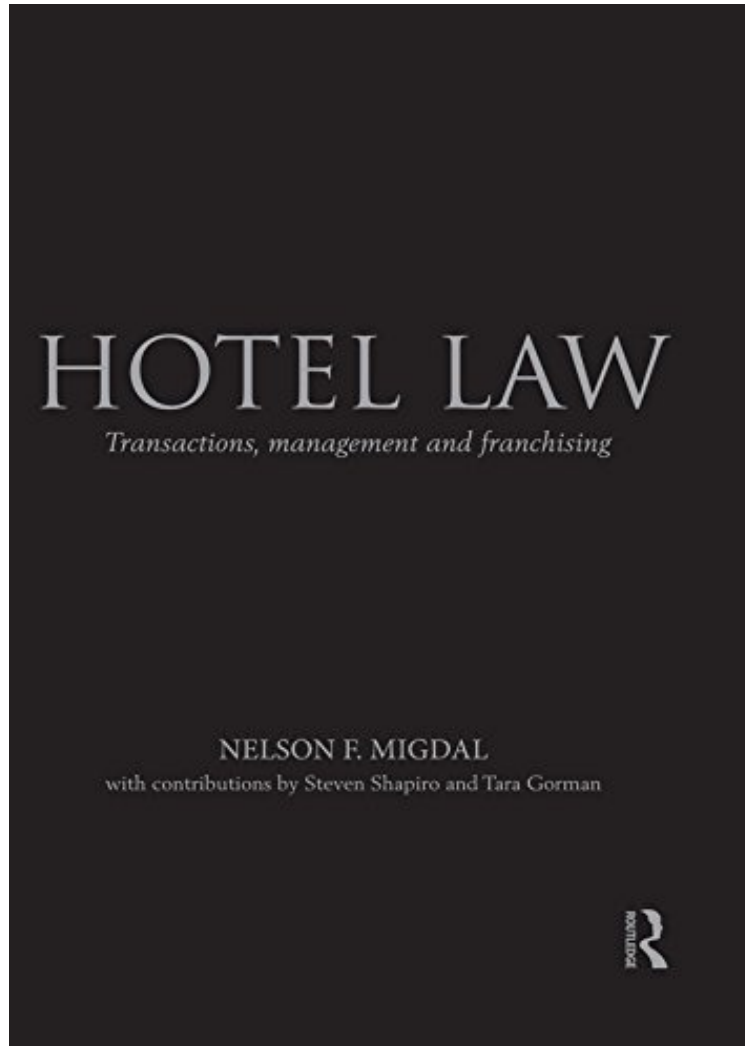


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Hotel Law: Transactions, Management and Franchising

Nelson Migdal

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Nelson Migdal : Hotel Law: Transactions, Management and Franchising before purchasing it in order to gage whether or not it would be worth my time, and all praised Hotel Law: Transactions, Management and Franchising:

0 of 0 people found the following review helpful. Three StarsBy DJ92629Not quite the reference book I was hoping for.1 of 2 people found the following review helpful. Great Hospitality Law BookBy CustomerI'm currently a student at American University and Mr. Migdal was a professor in a hospitality law class I took this past summer. The class was amazing and he was a very important part of the class. I recently purchased this book and look forward to diving deeper into his vast hospitality law experience.3 of 5 people found the following review helpful. Interesting Text with Little Basis in AuthorityBy Bill WhiteThis text cites very little authority. Where the authors do cite authority, the authority is frequently extremely weak. For example, the authors cite Florida trial court decisions where the Florida Supreme Court has already opined on the same subject.The vast majority of the text simply provides an explanation of

how certain hotel-oriented agreements could be interpreted. Perhaps if the title of this text was changed to "The Branded Manager's Annotated Hotel Contracts", then we would have a better understanding of what this book is about. If the authors continue to maintain this text, I'm sure we would all appreciate it if various typos were corrected (e.g. the glossary defines "Owner" as "see Hotel Owner" and "Hotel Owner" as "see Owner"). Perhaps the foregoing example is illustrative of a deeper problem in that this text seems to be the product of insular and circular rationale devoid of outside authority.

Hotel Law, Transactions, Management and Franchising presents a practical guide to the issues that face lawyers and industry leaders working in the hospitality field. It aims to develop the reader's understanding of the acquisition process and the complex relationships in management and franchise deals that dominate the hotel industry. This text is written primarily as a desktop reference for legal practitioners working in the hotel law field and is also suitable for students studying towards hotel and hospitality careers both at an undergraduate and law school or graduate level. The highly experienced author, contributors and editors offer insights into the industry players and their preferred positions, desired outcomes, and the potential pitfalls that can ensnare even the most well-planned deals. With broad coverage of the rapidly growing field of hospitality law—including gaming, recreation, and amenities—the book's approach examines the dominant models of hotel ownership, management and franchising, and includes independent hotels and the move towards complex resorts. The book's coverage of key legal topics ranges from real estate, to intellectual property, contracts, and finance. Hotel Law will give readers an understanding of the hospitality industry from the perspective of the transactional practitioner, while examining the multi-party relationships and agreements that develop between an owner, operator, licensor and lender.

About the Author Nelson Migdal has focused his law practice on the hospitality industry for over 30 years. He has a global practice and routinely assists clients with hotel acquisitions, operations, development, hotel related amenities such as gaming, hotel finance, and hotel management, franchise and license agreements. Nelson is a shareholder at the law firm Greenberg Traurig LLP and co-chairs the firm's global hospitality practice group, is a member of the International Society of Hospitality Consultants, President of the Academy of Hospitality Industry Attorneys and Professor in Residence (Adjunct) at the Washington College of Law of American University in Washington, D.C. **About the Contributors** Steven Shapiro, Hon. AIA is Director of the Hospitality and Tourism Law Program at the Washington College of Law at American University, Washington, D.C., where he is also a Professor (Adjunct) in business and real estate topics. With a law degree and a master's degree in civil engineering, Mr. Shapiro started his career as a practicing attorney and is now a project executive for a major construction company. He has been an adjunct professor at the University of Maryland and Johns Hopkins University. Tara Gorman focuses her practice on hotel acquisitions, operations, development and finance, hotel management agreements, license and branding agreements, restaurant management agreements, and general commercial real estate transactions, including acquisitions and sales, data centers, and office and retail leasing. Tara is a shareholder at the law firm of Greenberg Traurig, writes a column for Hotel Business and is an Adjunct Professor at the Washington College of Law of American University in Washington, D.C., as part of the Hospitality and Tourism Law Program.