

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, ranked by the number of active direct selling clients. Companies that did not provide this information are listed in alphabetical order. *The Ranks* will vary monthly in type of information and in number of items included. *Ranks* client data is not audited and relies on the good faith responses of the participants.

RANK	COMPANY NAME & LOCATION	NUMBER OF DS CLIENTS	KEY CONTACT	LAW FOCUS	3 REPRESENTATIVE CLIENTS	WEBSITE CONTACT	CONTACT INFO
1	Gowling WLG Ottawa, Ontario	55	Lewis Retik	Direct Sales, Product Regulatory, Advertising/ Marketing, IP, Corporate, Tax	Did not provide	gowlingwlg.com	613-783-8849 lewis.retik@ gowlingwlg.com
2	Millar Kreklewetz LLP Toronto, Canada	38	Rob Kreklewetz	International, Tax Law, Management Consulting	Did not provide	taxandtradelaw.com	416-540-6204 rgk@ taxandtradelaw.com
3	Scheef & Stone, LLP Dallas, TX	35	Brent Kugler	MLM Litigation, Regulatory Advice, Comp Plan Guidance, Field Compliance, Corporate Matters	Did not provide	solidcounsel.com	214-706-4211 brent.kugler@ solidcounsel.com
4	Buchalter Los Angeles, CA Salt Lake City, UT	28	Larry Steinberg	Litigation, Field Compliance, Regulatory Compliance	Enagic, Total Life Changes, Young Living Essential Oils	buchalter.com/ industry-specialty/ mlm	213-891-0700 LSteinberg@ buchalter.com
4	Winston & Strawn Dallas, TX	28	John Sanders & Katrina Eash	Litigation, Compliance, Regulatory Defense	USANA, Arbonne, LifeVantage	winston.com	214-453-6462 jsanders@ winston.com; keash@winston.com
5	Foley & Lardner LLP Dallas, TX	23	Jane Ferguson	Corporate, Supply Chain, Direct Selling, Franchising	Did not provide	foley.com	214-999-4835 jfergason@foley.com
*	Kelley Drye & Warren LLP Washington, D.C.	Did not provide	John Villafranco	Litigation, Advertising Law, Consumer Protection	Did not provide	kelleydrye.com	202-342-8423 jvillafranco@ kelleydrye.com
*	Reese Richards Cottonwood Heights, UT	Did not provide	Spencer Reese	Corporate Law, Start-Up Consulting, Litigation	USANA, doTerra, Beachbody	mlmlaw.com	801-981-8281 sreese@rplaw.net
*	Thompson Burton PLLC Nashville, TN	Did not provide	Kevin Thompson	Corporate Law, Start-up Consulting, Litigation	Did not provide	thompsonburton.com	615-465-6001 kevin@ thompsonburton.com