

Andrew P. Beilfuss

Partner

Andy Beilfuss is the national chair of Quarles & Brady's Franchise & Distribution industry team. Andy is a leading attorney on issues that affect businesses' getting products to market, with extensive experience assisting franchise entities, manufacturers, specialty retailers, sales representatives, and distributors in reaching their business and legal goals. He is also the founder and chair of the International Franchise Association's Wisconsin Franchised Business Network.

Andy focuses his practice primarily on litigation in the franchise and product marketing and distribution context, but he also frequently advises clients on contract drafting and regulatory matters, including guidance on product distribution, state and federal franchise laws, the Uniform Commercial Code, terms and conditions of sale and state distribution, and relationship laws. He also has experience beyond franchising and distribution, handling complex commercial disputes in various state courts, federal courts, arbitrations, mediations, and administrative hearings. He has been involved in all aspects of litigation, including pre-lawsuit negotiations, motion practice, trial preparation, actual trial, and post-trial motions, in multiple business sectors. Additionally, Andy has appellate experience in both state and federal appellate courts.

Andy's approach to helping clients is driven by a combination of legal and advanced business education and experience, as he earned a master's degree in Business and worked for two Fortune 50 companies before becoming an attorney. This gives him the rare ability to understand the intersection of business and legal issues facing clients, which in turn enables him to craft solutions that are cost effective and practical for his nationwide client base.

Legal Services

- Business Law
 - Antitrust and Trade Regulation
 - Commercial Contracting
- Class Action Defense
- Franchise & Distribution
- Litigation & Dispute Resolution
- Financial Institutions Litigation

Education and Honors

- Northwestern University, Kellogg School of Management, Certificate, Quarles & Brady Leadership Program (2016)
- Marquette University Law School (J.D., *cum laude*, 2005)



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- Marquette Moot Court (Chief Justice, 2004–2005; Board Member, 2003–2004)
- National Civil Trial Team (Member)
- CALI Awards for Legal Excellence in the following: Legal Research and Writing, Constitutional Law, Land Use Planning, and Jurisprudence
- University of Wisconsin-Milwaukee (M.S., 2000)
- University of Wisconsin-Milwaukee (B.S., 1999)

Bar Admissions

- Wisconsin

Court Admissions

- U.S. District Court, Northern District of Illinois, 2008
- U.S. Court of Appeals, 7th Circuit, 2007
- U.S. District Court, Eastern District of Wisconsin, 2005
- U.S. District Court, Western District of Wisconsin, 2005

Professional and Civic Activities

- State Bar of Wisconsin (District Representative; Board of Governors)
- American Bar Association (Member: Litigation Section and Forum on Franchising; Member: Labor & Dispute Committee for the Forum on Franchising)
- Wisconsin Bar Association (Member)
- Milwaukee Bar Association (Co-chair: Section on Civil Litigation; Past Head of Civil Litigation; Past Board Member of the Young Lawyers Association)
- International Franchise Association (Member: Supplier Board; Coordinator: Business Solutions Roundtable)
- Intern to the Honorable David T. Prosser of the Wisconsin Supreme Court
- Intern to the Honorable Richard J. Sankovitz of the Milwaukee County Circuit Court
- Legal Research and Writing (Graduate Assistant)

Professional Recognition

- Recognized as Best Lawyers® 2020 Milwaukee Franchise Law "Lawyer of the Year"
- Listed in Chambers USA® (2019: Franchising)
- Listed in *The Best Lawyers in America*® (2015–present: Commercial Litigation, Franchise Law)
- Recognized by Franchise Times magazine as one of the top 100 franchise lawyers in the United States, in its annual Legal Eagles listing — one of the youngest attorneys ever to be so designated

(2014–present)

- Selected for inclusion in Wisconsin Super Lawyers®–Rising Stars Edition 2013-2015 (Business Litigation)
- Milwaukee Young Lawyer's Association (Board of Directors)
- Quarles & Brady, Franchise and Distribution Team (Co-chair)
- Co-organizer of CLE training sessions held at Quarles & Brady's Milwaukee offices, that provide free training for fellow attorneys to do pro bono guardian ad litem work in the Milwaukee community
- International Franchise Association (Founder and Chair of the IFA's Wisconsin Franchised Business Network)
- Junior Achievement (Volunteer Teacher)
- Selected for inclusion in "Who's Who of Franchise Lawyers" by the International Who's Who of Business Lawyers