



**Mackenzie Dimitri**

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**Tell us about your firm or business including history, specialization, and years in business.**

I represent clients in state and federal courts and alternative dispute resolution forums, nationwide. My litigation practice includes general commercial litigation and issues specific to franchising – including shareholders disputes, contract claims, trademark and trade dress protection and the enforcement of non-compete. My transactional practice is largely centered around the needs of our franchise clients, including buying and selling businesses and assisting small business owners with growing through franchising. Our firm has been in business for more than 30 years. I started at our firm as an associate almost 13 years ago, after working at a mid-sized regional firm and clerking for the Second Department Appellate Term prior to that. I became a partner in 2020 and then an equity partner in 2022. We have three partners, two of counsel, and six associates. Our practice areas are franchising, hospitality, real estate, business law (including litigation and dispute resolution), and employment law (employer side).

**Tell us an interesting fact about you.**

I have a medium skill set, but exceptional enthusiasm when it comes to karaoke.

**What's a favorite moment of your career so far?**

We represent a number of hotel clients and, unfortunately, they are sometimes the recipients of some strange *pro bono* suits. In a recent instance, I had to send an associate in to respond to a TRO application requesting lifetime access to the presidential suite of a particular New York City hotel. My colleague showed up to court prepared to argue and our adversary appeared ... in a Disney character costume. I am always happy to be any client's first call when they need help – but we let this client know the next Disney character litigation would be on the house (and we won).

**What challenge are you most proud of overcoming?**

During the pandemic, I grew my practice by hundreds of thousands of dollars and became a partner while working from home for the first time with a two year old and a one year old. It was a busy and stressful time and I'm so grateful for the perspective I gained during that time, and that I was able to continue to grow despite all of the added challenges.

**Tell us about a recent professional accomplishment of yours.**

I represent a large, national franchisor, who was in a litigation against a large group of interrelated franchisees, who had egregiously breached their contracts with our client. On the morning of a preliminary injunction hearing seeking the turnover of 10 of the franchisees' restaurants, the defendants filed for bankruptcy. Our client was devastated. We came up with a plan in bankruptcy, that actually would have put us in a stronger position in the underlying state lawsuit and uncovered fraudulent transfers of assets by the franchisee group during the bankruptcy. As a result, our client was able to get a multi-million dollar payment and a turnover of every single restaurant of which our client wanted control, in a settlement within two months of the initial bankruptcy filing. It was a total win and a great result for the client.

**Tell us about a recent personal accomplishment of yours.**

I hate to brag, but I am basically the Gordon Bombay of the Roberto Clemente RBI Little League. I expect our T-ball team to win this year's championship by a landslide.

**What advice would you offer new business owners?**

Learn every aspect of how your business operates, especially your finances. Get completely into the weeds, even on tasks that you intend to delegate.

## **How can you help other Women Owned Law members improve their businesses?**

Client referrals and sharing experiences!

## **How has Women Owned Law been of value to you and your career?**

I'm so impressed with the members in this group and have so much to learn – especially from the litigators who have been practicing for years and years. It is such a privilege to be part of this community.

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### **About Women Owned Law**

Women Owned Law is a ground-breaking group created to connect and advance women legal entrepreneurs. WOL supports its members and other women entrepreneurs in the law in their business endeavors at every point in the business lifecycle. We advocate on behalf of women legal entrepreneurs and have been instrumental in raising the profile of women entrepreneurs in the law.

For additional information about Women Owned Law visit <http://www.womenownedlaw.org>