

## Agency and Distribution

Getting your products out there. Reaching new markets. You don't always want to do it yourself. The best legal, tax, and regulatory structure. Knowing your industry. Knowing the market. Setting up a network. Appointing the right agents or distributors. Managing risk — in practice and in your contracts. Safeguarding value and reputation. Moving quickly if things go wrong.

### Latest thinking and events

#### Events

Hogan Lovells Africa Forum 2016

#### Hogan Lovells Publications

Brexit Effect Note: the legal Implications behind the headlines

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### Practices

Complex Contracting

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