



Roy W. Hibberd

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Roy Hibberd is counsel to the firm in the Controlled Substances & Regulatory Law, Corporate, Finance & Banking, and Franchising departments. He devotes his practice to:

- Company formation and startup support
- Financial offerings for startup and mature businesses
- Acquisitions, rollups, asset sales and mergers
- Regulatory and compliance advice and support on the local, state and national levels
- Licensing, franchising and other commercial contracts
- Brand management, including intellectual property protection and trademarks

Practice Areas

- Controlled Substance and Regulatory Law
- Corporate, Finance & Banking Law
- Franchising Law

Education

- Syracuse University, B.A., 1984
- The Dickinson School of Law, J.D., 1987

Admissions

- California Bar
- District of Columbia Bar
- Virginia Bar
- New Jersey Bar
- United States Tax Court
- United States District Court for the District of New Jersey
- District of Columbia Court of Appeals
- Supreme Court of the United States

Roy has served as a chief legal officer of several major companies, including Coldwell Banker and DFC Global, and he has led company divisions as a senior business executive for such companies as American Express. His clients rely on his ability to balance legal needs with business goals. His industry experience includes banking, consumer products, real estate and professional services operating in traditional, franchising and e-commerce environments.

Immediately prior to joining Ansell Grimm & Aaron, Roy was general counsel to Stroll, a next-generation marketing analytics and advanced internet marketing platform. With product revenues in excess of \$100 million, Stroll was recognized by Internet Retailer magazine as one of the 350 largest internet retailers in America. Prior to Stroll, Roy was senior vice president and general counsel of a public, leading, international, diversified financial services company, DFC Global. Through nearly 1,400 retail offices and more than two dozen internet websites, DFC earned revenues in excess of \$1 billion, providing a variety of consumer financial products and services in 10 countries across North America and Europe: Canada, United Kingdom, United States, Sweden, Finland, Poland, Czech Republic, Spain, Romania and the Republic of Ireland.

Roy has also served in a number of senior leadership positions, including leading a financial services division as vice president, Americas, for the American Express Company and managing director (U.S.) for a public, U.K.-based, intellectual-property protection company. In the latter position, he and his team advised more than half the Fortune 500 on intellectual property and brand protection.

Roy was a member of the board of trustees of Trinity University School of Law, where he also taught corporate and tax law as an adjunct professor. He was a longtime member and served on the board of the Greater Philadelphia chapter of the American Corporate Counsel Association; he was chair of the board of the Greater Philadelphia Senior Executives Group; and he served on the board of the Financial Service Centers of America.

Associations & Memberships

- New Jersey State Bar Association
- California State Bar Association
- American Bar Association
- ABA Franchising Forum
- American Corporate Counsel Association
- Monmouth Bar Association

Certifications & Honors

- International Franchise Association, Certified Franchise Executive
- IASSC Certified Lean Six Sigma Green Belt
- 2018 Albert Nelson Marquis Lifetime Achievement Award