



Mark Spitalnik

Of Counsel - Beijing

820 South Tower
Beijing Kerry Center
1 Guang Hua Road
Chaoyang District
Beijing, PRC 100020

mspitalnik@gsblaw.com
86.10.8529.9880 [Tel](#)
86.10.8529.9881 [Fax](#)

Mark Spitalnik assists U.S. companies in entering and successfully establishing themselves in the China market. He has lived in the People's Republic of China since 1998 and is fluent in Mandarin. In China, Mr. Spitalnik served for six years as general manager of the franchise and manufacturing operations of a large international company. In that capacity he worked closely with the foreign and domestic business communities in Beijing and Shanghai.

He then started a consulting practice where he served as a business advisor and consultant for foreign firms entering the Chinese marketplace and advised these firms on business, social and legal issues related to doing business in China. Mr. Spitalnik serves in a similar capacity with Garvey Schubert Barer.

Experience

China Franchising

Represented various U.S. franchises with respect to their entry into the China market.

China IPO

Represented Chinese IT company in initial preparation for a Hong Kong IPO.

China Market Entry

Represented U.S. healthcare entrepreneurs with respect to their entry into the China market.

China Market Entry

Represented major U.S. automotive maintenance company with respect to their entrance into the China market.

China Market Entry

Represented major U.S. ambulatory surgery center with respect to their entrance into the China market.

China Market Entry

Represented major U.S. hospital with respect to developing business in China.

China Market Entry

Represented U.S. three-star hotel franchise with respect to raising funds for their entrance into the China market.

China Market Entry

Represented U.S. manufacturer of nuclear simulators with respect to their entrance into the China market.

China Market Entry

Represented U.S. international freight forwarder with respect to their entrance into the China market.

China Sourcing

Represented U.S. toy manufacturer with respect to sourcing.

Services

- ▶ China Practice
- ▶ International Business
- ▶ Transnational Litigation
- ▶ Healthcare

Education

- ▶ George Washington University Law School, J.D., with honors, 1982
- ▶ University of Pennsylvania, B.A., Political Science, *cum laude*, 1978

Admissions

- ▶ Colorado, 1982

Languages

- ▶ Mandarin Chinese

Professional Activities

- ▶ Beijing Chapter Head, I and I Asia

Publications

- ▶ "Can Franchising Work in the PRC?," *The China Business Review*, September/October 2003.