

**THE CHALLENGE OF OBTAINING THIRD PARTY FUNDING FOR
CIS CASES**

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THE CHALLENGE

n THE FUNDER NEEDS TO FEEL COMFORTABLE NOT ONLY WITH THE CLAIM (PROSPECTS OF SUCCESS, VALUE, AND ENFORCEABILITY) **BUT ALSO WITH YOU AND YOUR CLIENT**

n MANIFESTATIONS OF THIS CHALLENGE:

- ◆ THE DIFFERENT APPROACHES TO DOCUMENTS
- ◆ THE DIFFERENT APPROACHES TO FACE-TO-FACE MEETINGS
- ◆ THE PROVISION OF SECURITY FOR THE FUNDING AGREEMENT

PRACTICAL SOLUTIONS

- PREPARE BEFORE APPROACHING FUNDERS
 - ◆ CREATE A CREDIBLE LEGAL TEAM (AND BUDGET)
 - ◆ PREPARE AN OPINION OR DRAFT CLAIM
 - ◆ ANTICIPATE THE FUNDERS' QUESTIONS

- COMMUNICATE OPENLY AND BE RESPONSIVE
 - ◆ DON'T BE EVASIVE OR CONCEAL INFORMATION
 - ◆ RESPOND QUICKLY AND FULLY TO QUESTIONS
 - ◆ AVOID THE TEMPTATION TO TALK TO EVERYONE