

The Arizona Supreme Court has amended that state's lawyer rules to allow attorneys to share fees with non-lawyers and permit "legal professionals" to give legal advice in four areas. The change took effect January 1, 2021. You can read about the decision [here](#).

This has created a new investable opportunity within the Litigation Finance sector that we believe is compelling. The opportunity is fundamentally different from our current activities in the pre-settlement consumer and medical lien sectors. We will be working directly with an attorney(s) and we will be entitled to a return that is linked to the amount of the legal fee as opposed to funding the plaintiff and having a lien on the award.

The cash-flow characteristics will differ as well. Currently we purchase a large number of cases at various stages of maturity and receive significant cash-flows, driven primarily by a preferred return, as the cases settle. This allows us to generate income.

The new opportunity will be focused on [Mass Tort](#). Once a case has been established (i.e. Mesothelioma, Hernia Mesh, Talcum Powder, Round-Up, etc.), lawyers across the country seek to sign up plaintiffs. There is a cost to client acquisition and the intent is for us to work with an Arizona law firm or multiple firms and to provide the funds for client acquisition and, in exchange, participate in the Arizona lawyer's share of the fee.

David Eisbrouch has significant experience in the Mass Tort arena and will be working closely with us to provide critical support and expertise.

In summary:

- A change in Arizona law will now allow non-lawyers to work with counsel to provide funds for client acquisition for specific Mass Tort cases.
  - The Arizona lawyer will be able to Co-Counsel those cases with any other lawyer (handling lawyer) in the U.S.
  - Upon resolution of the case(s) the handling lawyer will deduct their fees and send the Arizona lawyer their portion of the fees.
  - Upon receipt of the legal fees the Arizona lawyer and the investor(s) can allocate the fees based upon the agreed upon terms.
- Investors will provide capital to an Arizona law firm to fund client acquisition efforts
  - The Arizona firm will work with plaintiffs and refer these cases to litigating attorneys
  - The fees generated for the attorneys will be shared based upon agreed terms
  - The Arizona attorney will then compensate the investor based upon agreed upon terms



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