

# Team F

## Workshop 1

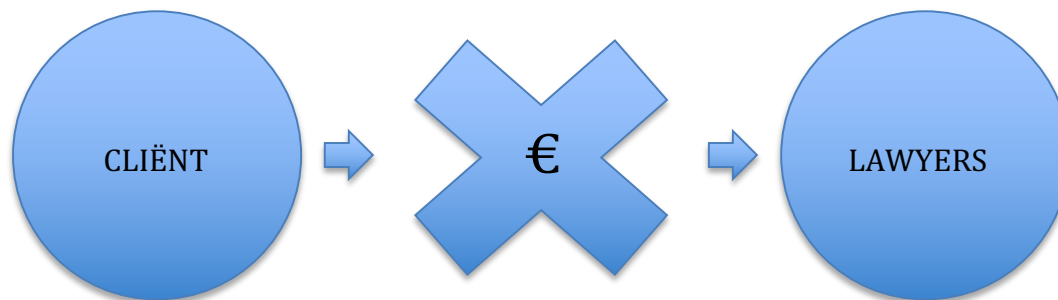
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First and second thesis

*"There is no such thing as a gap, only area's that can be filled with new initiatives and idea's.  
The word gap should be changed to blank space"*

At this moment, when people have questions about legal issues, they won't go to a lawyer, because it's too expensive, the procedure too hard or old fashioned.



Building a new initiative, cheaper and with legal knowledge, that stand between cliënt and lawyer, you can create a new market that helps the smaller business' and people.



### For example

#### Old model:

Business A has a debtor, business B, with a €50.000,- debt. B is the biggest customer of A. A is in financial need and goes directly to court. He wins the court BUT he loses his customer. This all happened because the "old school lawyer" did his work as he was learned.

#### New model:

Business A has a debtor, business B, with a €50.000,- debt. B is the biggest customer of A. A is in financial need and goes to "NEW INITIATIVE". They decide to talk with B for a solution. B is capable of paying up €35.000,-. A decides to, with advise of the "NEW INTIATIVE", to gift the last €15.000,- to preserve the relation between both companies. A gets most of his money, B is helped and the relationship between both has been saved.

A new way of thinking without going to court.