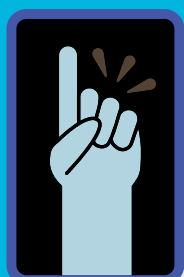


# Advising Corporate Borrowers - Three Key Negotiating Tips

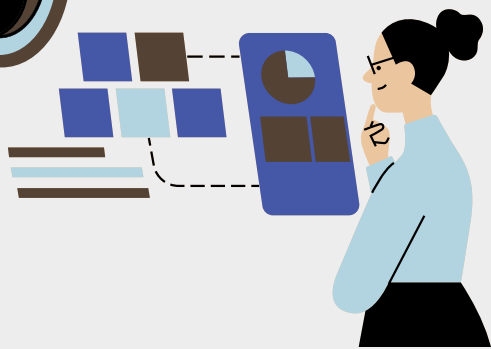
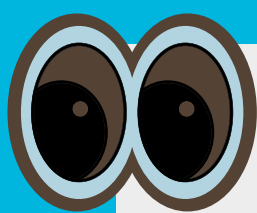


## Materiality and reasonableness

These limitations can help safeguard the client against the capricious exercise of discretionary powers

## Build relationships with multiple banks

A client who can access funding from more than one source has a backup plan in the event of a dispute with their current lender.



## Negotiate for more notice

If notice periods are as long as possible, that gives your client more time to remedy the default - or refinance.

**FOR MORE TIPS & CONTENT VISIT**

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