

"Recipe for Success Fees," *Banking Risk and Regulation*

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Success fees can be a valuable tool to align the interests of advisers and clients, but as Partner Ed Davis and Associate Sol Gelsomino explain in an article for *Banking Risk and Regulation*, recent English court rulings show how easily they can become flashpoints for litigation if not clearly agreed from the outset. In high stakes deals, with parties understandably eager to get on with the deal, these fees are not always given sufficient consideration.

Cases like *H&P v Barrick Gold and Fenchurch Advisory v AA*, underscore the importance of documenting fee agreements and drafting contracts precisely to eliminate any ambiguity about payment and when it is due.

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