

THURSDAY 1:30 PM: INVESTMENT TERMS WORKSHOP: STRUCTURING FOR IMPACT WITHOUT RELYING ON EXITS



As you may be aware, Blue Dot has been working with a variety of foundations and organizations to launch the [Impact Terms Project website](#). Bruce and four other panelists, experienced impact investors and attorneys, will be presenting an interactive workshop at #SOCAP16, Thursday, September 15th, at 1:30 pm. Join us! The workshop is designed for social impact companies and impact investors interested in alternative investment structures that leverage company revenue to repay investors (rather than relying on an IPO or

acquisition). They will introduce an online library of impact investing legal terms, which participants will then use to prepare a custom financing term sheet designed to preserve social mission while leveraging revenues to repay investors.

THURSDAY 11 AM: NUTS AND BOLTS OF IMPACT INVESTING INTO INDIA

Also at SOCAP, Bruce is moderating a panel consisting of impact investors and consultants to examine and evaluate the transactional practices of investing into India, including the following:

- What are practices of investing into India and the learning India offers to scale investments globally?
- What are typical investment terms being negotiated by impact investors?
- What are key transactional processes to evaluate and close deals in India?
- What has been the experience of impact investors in relation to corporate governance processes in social enterprises?

Participating in the panel is Blue Dot's long-time Network Partner Pankaj Jain, founder and principal at Impact Law Ventures, based in New Delhi. Get to know Pankaj and his journey to Blue Dot below.

PANKAJ JAIN | IMPACT LAW VENTURES, NEW DEHLI, INDIA

Impact Law Ventures provides affordable legal counsel to start-ups, small and growing businesses, social business enterprises, impact investors and non-profit organizations. "Everything adds up," says Pankaj. "Who we are as professionals is a sum of all we are in our lives. I've been blessed with having quite a few turning points. I am a sum and substance of all my turning points."



As a law student, Pankaj took a course on law and poverty at the National Academy of Legal Studies and Research University of Law in Hyderabad, India. He looked at how corporate law could connect business and development, and the idea that private capital can be used for public good has guided his work ever since. After working with AZB & Partners in New Delhi, Pankaj lived out this vision as the first India-based lawyer for the nonprofit social venture Acumen Fund. He worked across agriculture, healthcare, water, housing and energy portfolios, structuring transactions in social development.

There Pankaj met Bruce Campbell, who was attending TED India. In early 2011, Pankaj set up his own law practice, Impact Law Ventures, and became a Blue Dot Advocates Network Partner. "The partnership has been phenomenal," he says, "in terms of defining the fundamental trajectory of finding and building a strong client base and asserting the synergies of working together, especially in the US-India corridor. Bruce picked my brain about Indian law, and I was able to avoid typical pitfalls at the early stage of business development by learning from his consistent coaching." Plus, since being an entrepreneur "is a lonely and tough job," Pankaj claims that Bruce's perspective and mentorship were essential to the growth of Impact Law Ventures. Above all he cites the firm's unique boutique model, recognizing that Blue Dot Advocates is "not just doing work for work's sake... to find a like-minded lawyer with his heart in the right place is hard, and typically an oxymoron!"

Blue Dot Advocates is proud to work with Pankaj and Impact Law Ventures as Network Partners, and looks forward to more successes in the Indian social enterprise and impact investment space. When Pankaj is not busy practicing law, he likes to read, write, travel, and meditate.

IMPACT TERMS PROJECT

ARE YOU A SOCIAL ENTREPRENEUR OR INVESTOR?

PLEASE TEST THE SITE

Our mission is to help you realize your mission.

The Impact Terms Project exists to encourage the growth of impact investing around the world by helping people like you learn from and build on the experience of pioneers in the field. Our hope is that ITP becomes a library of real-world knowledge and expertise on structuring impact investments and enterprises. As the field evolves, we hope that ITP expands to accommodate new approaches and lessons learned, and grow more valuable over time.

If you are an entrepreneur, investor, advisor, or just interested, we encourage you to visit [ImpactTerms.org](#) and [provide extended feedback](#).

FAREWELL JOCHEM!

June marked one of the biggest changes Blue Dot has seen in quite some time. We said farewell to Jochem Tans. As of June 6, 2016, Jochem joined our long-time client Renewable Choice Energy, leader in the voluntary green power and carbon offset markets and fellow B Corp, as its General Counsel.



In his own words, "I am thrilled at this opportunity for growth, and particularly excited to devote my full-time attention to the renewable energy industry, where I think my heart and skill set are aligned. Growing up in a family where carbon was the dinner table topic of conversation, this feels right in a really deep and powerful way. Glen [Roberts] put it best, I'm Dutch and I sell windmills."

GOOD LUCK JOCHEM - WE MISS YOU!

HELLO LANE!

July 2, 2016 marked one of the biggest changes in Bruce's life, as he and his wife Courtney welcomed their



firstborn son, Lane Garden Campbell. Everyone is healthy and happy, and the Campbell nose lives on ☺.



**WELCOME TO THE
WORLD LANE!**

We find inspiration in the perspective of astronomer and philosopher Carl Sagan as he reflected on a distant image of the earth, a pale blue dot floating in space, captured by the Voyager 1 spacecraft: "Look again at that dot. That's here. That's home. That's us... There is perhaps no better demonstration of the folly of human conceits than this distant image of our tiny world. To me, it underscores our responsibility to deal more kindly with one another, and to preserve and cherish the pale blue dot, the only home we've ever known." As attorneys, and as advocates for this planet and its inhabitants, we recognize that through our practice thoughtful business and finance can improve quality of life around the world. We seek to provide legal counsel that serves our clients and promotes the common good.

Blue Dot Advocates is a network of sophisticated business, non-profit, and international lawyers driven by a desire to facilitate commercial and investment activity that improves the state of our world. We represent investors and companies operating in more than 32 countries that are motivated by a similar belief in the positive potential of business.

Our investor clients range from angels and angel groups to family offices, foundations, and small funds. In aggregate, Blue Dot's investor clients have investable assets exceeding \$1 billion. On the company side, our lawyers have collectively represented thousands of companies in industries ranging from housing and renewable energy to healthcare and mobile technology.

Content in this newsletter and on our website is for informational purposes only and does not constitute legal, tax, or other professional advice. Blue Dot Advocates disclaims all liability with respect to actions taken or omitted based on the contents of this newsletter and our website. Click [here](#) for our complete disclaimer.



legal solutions for a small planet® | bluedotlaw.com

Texas dba: Campbell Henry & Mikulencak

