

## How Funding Accelerator helped Collaborative Conveyancing beat their funding target by 30%



Founder	Chris Harris
Company Name	Collaborative Conveyancing
Company Overview	Applying AI and Natural Language Processing to conveyancing to give property lawyers an automated solution for classifying enquiries and structuring responses.
Investment Sought	£450,000
Investment achieved	£450,000
Time Taken	9 months
Funding Accelerator highlights	Process and structure; Being part of a community of like-minded founders; Access to mentors who provided expert support; Confidence to succeed.



[Collaborative Conveyancing](#) was founded by Chris Harris in January 2022. Chris, who had successfully run and exited another startup, set about building his MVP. It soon became clear that he would need investment to scale the business and he joined Funding Accelerator to give him the support he needed to do this.

Reflecting on the start of his investment journey, Chris acknowledges that he naïvely thought his experience in business had taught him enough to raise the funds he needed. He soon realised this was not the case.

"The simple truth is that today it is harder and takes longer than ever to raise investment for startups, and the whole process is complex and nuanced. I could see how easy it was to fall into traps or feel disheartened when people say no."

Chris said "Focused for Business opened our minds to the whole investment environment and showed us how to think differently about our business."

*"We would have struggled to find this niche expert without the support of this programme."*

Chris went on to explain how Focused For Business' Funding Accelerator programme gave him the knowledge and insight to formulate and execute an investment plan which supported both the dream of building the startup's product, but also how to sell it successfully.

One thing that Chris found particularly helpful was being part of a community of founders. "The other founders in our cohort helped us understand that the challenges we were having were common, and helped support our resilience to achieve our goals."





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Chris also enjoyed working with Funding Accelerator's specialist mentors. Chris found it particularly helpful to work with one mentor on his company valuation. "We would have struggled to find this niche expert without the support of this programme".

All in all, reflecting on his funding journey, Chris feels "If we had not joined this programme we could easily have fallen into one of many traps that young businesses find themselves in and not have been successful in securing funding for growth. Thank you Hatty, we could not have achieved this goal without your help."

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