

# Virtual CFO Pricing

Call us here: (877) 605-8353

## Our pricing policy is fixed

Your quote is not an estimate. We learn what you need and then use specific criteria to itemize a set price. When you receive a quote from one of our authorized representatives, this price is all-encompassing, and unless circumstances change, there will be no hidden costs or miscellaneous fees.

We price weekly so as to be treated as a member of your team, not simply another vendor you work with. Your employees won't increase their rates like a vendor might, and neither will we. We're not a traditional accountant that you see once per quarter or once per year. We're an extension of your team!

	AVERAGE \$380/WEEK	AVERAGE \$1000/WEEK	AVERAGE \$1500/WEEK
	TRANSACTIONAL	CONTROLLER	VIRTUAL CFO
Typical Client Size	Under 10 Employees	10-20 Employees	20+ Employees
Service Description	Reactive	Proactive	Strategic
Onboarding Period*	4 Weeks	6 Weeks	8 Weeks
Month-End Close	✓	✓	✓
Financial Statements	✓	✓	✓
Scheduled Meetings	Up to 1x/Month	Up to 2x/Month	Up to 6x/Month
Phone/Email/Slack Support	Unlimited	Unlimited	Unlimited
Company-Wide KPIs	✗	✓	✓
12-Month Forecasting	✗	✓	✓
Revenue Recognition	✗	✓	✓
Incentive Plans	✗	✗	✓
Performance by Project	✗	✗	✓
Performance by Team Member	✗	✗	✓
Performance by Department	✗	✗	✓

(Pricing table continued on next page)

	AVERAGE \$380/WEEK	AVERAGE \$1000/WEEK	AVERAGE \$1500/WEEK
	TRANSACTIONAL	CONTROLLER	VIRTUAL CFO
⚙️ Customized Department Reports	✗	✗	✓
👥 Bank Relationships <span>?</span>	✗	✗	✓
📊 Director Meeting	✗	✗	✓
👥 Resource Planning <span>?</span>	✗	✗	✓
👤 Individual Tax Return <span>?</span>	Optional	Optional	Optional
🏢 Business Tax Return	Optional	Optional	Optional
🏢 Property/Sales/Excise Tax Returns	Optional	Optional	Optional
👥 Tax Planning/Projections <span>?</span>	Optional	Optional	Optional
<b>Need Day-to-Day Help?</b>	--	--	--
➖ Paying Bills <span>?</span>	A La Carte	A La Carte	A La Carte
➕ Invoicing Clients <span>?</span>	A La Carte	A La Carte	A La Carte
💰 Cash Flow Management <span>?</span>	A La Carte	A La Carte	A La Carte
📅 Payroll & Contract Management	A La Carte	A La Carte	A La Carte
👤 Employee Expense Tracking	A La Carte	A La Carte	A La Carte

\*During onboarding, our team works hard to get caught up with your existing processes. We're looking at your past books, we're building a forecasting model and set of KPIs, and we're doing an audit of your financial statements / chart of accounts to make sure we're all on the same page and getting started on the right foot. Due to increased man hours those first few weeks, our published fees are 2X during each level's respective onboarding period.

## How does it work?

The relationship works best if we are part of your weekly director meeting. We often provide a 15-minute cash update or set aside time to chat about the company's finances. Joining these regular meetings with your directors also gives us get a good understanding of your company and culture, and helps us stay up-to-date on current events.

After an initial onboarding period, here's what a typical month could look like:

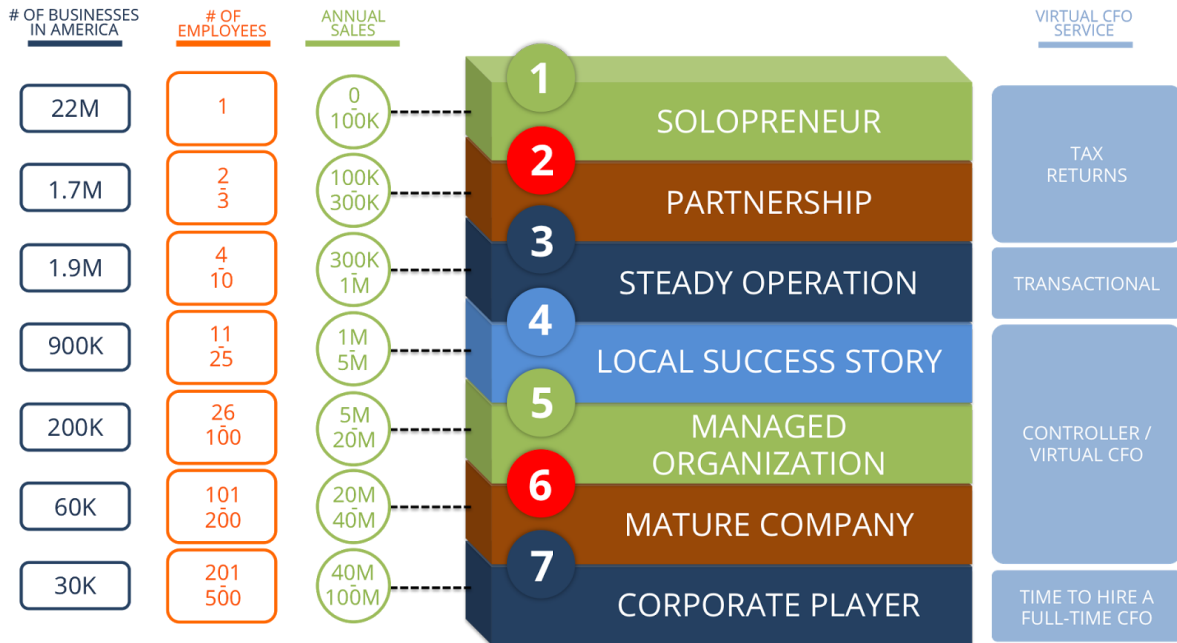
- WEEK ONE - invoicing meeting
- WEEK TWO - books are closed + forecasting meeting + financials/KPIs
- WEEK THREE - follow-up projects
- WEEK FOUR - follow-up projects

We are always available anytime during the month for questions, calls, impromptu meetings, etc. We find that this schedule works best for most clients, but it is definitely tailored to fit each client.

Also, if we are paying bills as part of the engagement, we will meet weekly for about 15-30 minutes to go over cash flow for the next 2 to 6 weeks. This is generally conducted with an individual team member, not the entire director team.

## Which pricing tier is right for me?

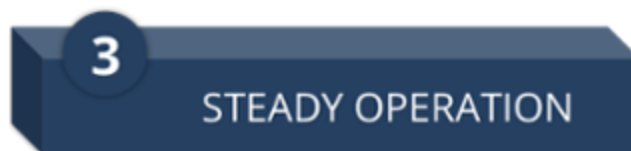
Take a look at the below infographic (data from Infusionsoft) to see what growth stage your company is at.



Here's how we typically work with growing companies:



Let us handle your basic business tax returns. See our flat-fee business tax return pricing at the bottom of this page.



Check out our Transactional value tier. At this point, we're not just assisting you with tax returns, but also with more strategic planning. We're not just a team of bookkeepers and accountants. We're experts in laying a solid financial foundation to help your business accelerate.



Check out our Controller or Virtual CFO value tiers. At this point, we're handling your accounts payable and receivable, and we're getting into much more strategic cash flow management and dynamic forecasting. If you're ready to scale, this kind of dynamic forecasting is a critical component of your future growth.



When you get to this point, our processes and core business model are no longer a good fit. We typically recommend that you hire a full-time, staffed CFO.

## Business Tax Return Pricing

Note: Business Tax Returns are included in each of our above Virtual CFO plans

Our Business Returns are Priced on a Flat Fee. We determine the price based on the business's revenue from the prior year - a unique approach but it works well for both us and our clients. All of our fees are agreed upon before the service is rendered. In our opinion, that is the only way to do business.

Annual Revenue			Fixed Fee
\$ 1	thru	\$ 300,000	\$ 600
300,000	thru	600,000	900
600,000	thru	900,000	1,200
900,000	thru	1,200,000	1,800
1,200,000	thru	1,500,000	2,200
1,500,000	thru	1,800,000	2,600
1,800,000	thru	2,100,000	2,900
2,100,000	thru	2,500,000	3,200
2,500,000	thru	3,000,000	3,500
3,000,000	thru	3,500,000	3,800
3,500,000	thru	4,000,000	4,100
4,000,000	thru	4,500,000	4,400
4,500,000	thru	5,000,000	4,700
5,000,000	thru	6,000,000	5,000
6,000,000	thru	7,000,000	5,500
7,000,000	thru	8,000,000	6,000
8,000,000	thru	9,000,000	6,500
9,000,000	thru	10,000,000	7,000
10,000,000	thru	12,500,000	7,500
12,500,000	thru	15,000,000	8,700
15,000,000	thru	17,500,000	9,900
17,500,000	thru	20,000,000	11,100
20,000,000	thru	25,000,000	12,300
Greater than \$25,000,000			Call

We offer a number of other flat-fee services:

- Personal and business tax returns
- Virtual CFO consulting
- QuickBooks consulting
- Payroll management
- Estate / Trust administration and tax returns
- IRS correspondence and audit fees

Want to schedule a consultation? Call us at (877) 605-8353.