

Interview with Sarah Rayburn @ Vcorp Services

Introductions

- **Who are you?**
 - “I am the business development manager”
 - I spread the word about Vcorp and what we do.
 - Vcorp Services
 - We help startups, businesses for entities in any state and manage ongoing compliance requirements and annual maintenance.

- **How’d you get started in “Legal Business” industry?**
 - We don’t provide any legal services, but we work with people in the law/tax networks.
 - We help our clients A to Z with all of the filing needs
 - What information do they need to provide to get things done?
 - We will also prepare documents for our clients, and we work with the states on our clients behalf.
 - We make sure entities are in good standing with the states.

- **How did you get involved with Vcorp?**
 - Started out in broadcast journalism
 - When the job recession hit, I got this job that was to help as an executive assistant.
 - As I started to get involved in this world, I found it very interesting seeing small companies come in as a mom-and-pop shop, and helping them grow their business... obtain licenses...
 - Some of the people who were our smaller clients are now household names.

The Opportunity

- **What is the Mega Trend?**
 - Incorporation means protecting yourself legally
 - A lot of people are forming in Delaware, Nevada, Wyoming.
 - Where to incorporate is a question people have?
 - Talk to a legal/tax professional about what makes sense for you...
 - Delaware has really good laws in place to protect business owners.
 - Look at all the forms that need to be filed...
 - What is the total cost to file in that state?
 - Typical Fees...
 - Every state has different fees to form entities.
 - This varies based on a lot of things, like amount of shares issued and par value.
 - State Fees -- this is a one time fee
 - Registered Agent -- this is required to be on file in the state.
 - Annual Fees — Every year, you are required to file annual reports
- **How big is the opportunity?**
 - Privacy
 - Asset Protection
 - Tax Efficiency

The Problem

- **What is the story about this opportunity no one is telling?**
 - Are companies in good standing?
- **What are the major problems no one is talking about?**
 - Liability, liability, liability
 - You don't want to be personally liable for anything on the table
 - When you have an investment vehicle, that risk factor is removed from your plate.
 - Mistake; All real estate in one vehicle
 - If you have three properties in one entity, all three of those properties are connected. If something happens at property A, B and C are still exposed.

The Catalyst

- **Why is NOW the best time for this type of investment**
 - It's 2020. Anything is possible. Make sure you're covered.
 - In this day and age, you want to be proactive. You might not have time to be reactive in the future if something happens.
 - "We're in a V trend, the opportunity is there"

The Mechanism

- **How do people take advantage of the new opportunity?**
 - A lot of our clients are small businesses to large companies
 - "We're small enough to care and large enough to execute"
- **What does your process look like?**
 - "We want to adapt to whatever the client feels more comfortable with"
 - We'll ask you questions like...
 - Where do you want to form?
 - What do you want to form?
 - We prepare all of the documents for you
 - We review all of the documents with you, just to make sure
 - Then, we go file those documents with the state
 - If there are any problems we will fix those problems for you
 - Once the entity is formed, we will email all the documents to you
 - You also get access to our customer portal
 - From here, we can help you set up a tax ID, bank account.
 - Ongoing filing of reports.
 - Can you share access with other people?
 - Yes! You can share with your tax/legal professional
 - You can upload meeting minutes
- **What about non-US Residents**
 - "It's imperative you form an entity"
 - You need to have a vehicle
 - We can help you try to attain a tax ID
 - EIN -- this is a number that is like a SSN for your business
 - If you don't have a social security number, you can obtain an ITIN

- This acts as a social security number to obtain the EIN
- **What if people need advice?**
 - We want to be a resource for our clients
 - We've widened our network for referrals and other resources.
- **What makes your offer different from what else is out there?**
 - If we don't have a resource, we're going to find those people for you. We're not going to leave you hanging.
 - "We aren't the cheapest, but we strive to be the best"

The Solution

- Want to work with Vcorp Services?
 - We've put together a few different packages for Equifund Workshop Members
 - Details will be on this page
- Email: equifund@vcorpservices.com