



Rick Lair CEAC RAS, CHAMPS,
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Areas of Expertise:

- Extensive knowledge in pursuing revenue with bank trust clients for home access needs.
- Expert in designing solutions for challenging and unique structures and challenging customer needs.
- Producing quality and simple to understand scope of work and estimates to offer and generate margins to keep your business in the black.

Pricing Structure:

VGM rate: \$130 hourly rate for consultation based on 15-minute increments.

VGM non-member rate: \$145 hourly rate for consultation based on 15-minute increments.

Project services, product consulting individual home assessments, Zoom/Teams calls, requested presence in-services and other stand-alone items will be negotiated per item. Most are billed hourly per 15-minute segments.

Travel expenses including per diem, lodging, flight and/or mileage are not included in the hour area and will be billed as per the IRS figures for the geographic location of the project.

Long-term services may be procured by a retainer and this pricing will be negotiated and will depend on the distance, time and services requested.