



BECOME A SUMMIT VIRTUAL CFO BY ANDERS PARTNER



INTERESTED IN BECOMING A VCFO?

Building a business as a sole proprietor is no easy task, especially for a virtual CFO. You may have the required accounting and business advising acumen, loads of experience, and incredible personal drive, but the operational difficulties of starting a one-person VCFO business are impossible to ignore. A “solopreneur” VCFO will need effective marketing strategies, accounting and communication software, and other critical business infrastructure. **These hurdles are often too high for many independent CPAs.** Unless you already have a long list of clients and steady cash flow, your business might get stuck on the launch pad, leading you right back to working for someone else.

But what if there was a middle ground? What if you could access lists of clients, professional senior accountants, marketing teams, efficient processes, essential software, and other requisite VCFO infrastructures without all of the time and expense needed to acquire them yourselves?

SUMMIT VIRTUAL CFO BY ANDERS OFFERS A HOME FOR GROWTH-FOCUSED VCFOs

IRS data indicates sole proprietorship is growing, especially among accounting professionals. Still, the field is highly competitive, and sustainable earnings are never a given. In fact, the average net income for independent CPAs is just under \$56,000 per year. That's less than the national median salary of \$68K for a senior accountant, [according to PayScale](#).

There is an alternative to going it alone and hoping for the best. Summit Virtual CFO by Anders is hiring talented CPAs like you eager to take on the VCFO role in a fast-growing accounting firm. We provide the resources you need to excel. You bring your talent; we'll bring the infrastructure and clients.





YOU GET ACCESS TO OUR PEOPLE

Among the biggest challenges any VCFO faces is the workload. You can't do everything yourself, especially not at scale. As a Summit Virtual CFO by Anders, you get access to our professional team that's already been assembled for you.



YOU GET ACCESS TO OUR TOOLS

Your success as a VCFO extends beyond your Excel wizardry. A full suite of tools covering everything from communication to forecasting to marketing come together to make the magic happen. Our VCFOs gain access to some of the best tools on the market, all of which we've heavily researched, tested, and utilize daily.

WE PROVIDE:

- One Senior Accountant per client to assist with month-end close, bookkeeping oversight, and client-facing questions
- Bookkeeping team member, managed by the Senior Accountant
- An Onboarding Team – Deployed for first 8 weeks on new clients
- A DevOps Team – Available during and after onboarding to assist with automation of financial tools and delivery
- A Marketing Team – Leveraged if we and VCFO decide there is a good niche to pursue

YOU GET ACCESS TO OUR PROCESSES

Businesses rise and fall based on the effectiveness of their processes. We've put in thousands of hours creating and refining our processes, leading to highly efficient and easily repeatable client engagements. You'll get immediate access to our means-tested processes as part of the Solo VCFO Program.

WE PROVIDE:

- Our proven delivery processes with the flexibility to customize as needed
- Client billings automatically handled by the Summit Team
- Professional Liability and Peer Review handled by Summit

WE PROVIDE:

- Security Tools – Lastpass and Boxcryptor
- Admin Tools – Calendly, Jetpack Workflow, Paycom, and Office 365
- Client Tools – Reach Reporting, PlanGuru/Jirav, CashFlowTool, QBD

What's more, we provide training for each of these tools to help you get up and running as quickly as possible.



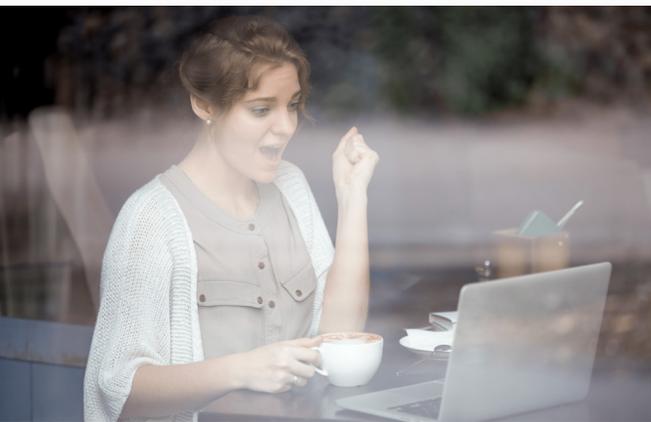


SUMMIT VIRTUAL CFO BY ANDERS COMPENSATION AND BENEFITS

We put significant value in offering highly competitive compensation plans and benefits for our VCFOs. Our VCFOs enjoy large percentages of their book value, lucrative profit sharing agreements, and more.

FOR COMPENSATION, WE PROVIDE:

- VCFO to receive 20% of his/her book of business
- 1-5% Profit Share based on Job Profitability
 - 1% - 50-55%
 - 2% - 56-59%
 - 3% - 60-64%
 - 4% - 65-69%
 - 5% - 70%+
- 5% additional commission for any client sourced by VCFO



Because this is a contracted employment position, our VCFOs also receive benefits.

FOR BENEFITS, WE OFFER:

- Summit Virtual CFO by Anders coverage for Social Security Tax, Medicare Tax, Worker's Comp, and State/Fed Unemployment Taxes
- Any Summit benefits would be available to VCFO but would be deducted from his/her share of Book of Business commissions if VCFO chooses to opt in (insurance, 401K, stipends, etc)

Summit Virtual CFO by Anders is a fully-remote, distributed accounting firm. We put the "virtual" in virtual CFO. This allows our team members to also enjoy a broad level of scheduling flexibility. That's an important goal as we have team members in almost every time zone in the continental US, as well as members who live and work outside the US.

INTERESTED? CONTACT US TODAY TO LEARN MORE!

We're hiring! Apply online today at <https://www.summitcpa.net/career-opportunities>

