Introduction

Taylor Legal is a Washington DC-based business law firm specializing in business formation, tax law, and international business. Founder & lead attorney, Ramsey Taylor, is part legal advisor and part business consultant. His expressed goal is to provide new businesses with fast, efficient, practical legal advice that works in real life, not just on paper. Driven by that goal, he reached out to Legalinc to become faster and more efficient so he could focus on giving the practical advice his clients need to hear.

Problem

As a solo practice with expressed differentiators of speed and efficiency, Taylor Legal is always looking for ways to improve their clients’ experience while becoming a more lean organization. When they reached out to Legalinc, they were seeking two distinct solutions. First, Ramsey wanted to dramatically reduce the back & forth between his team and clients regarding paperwork during business formation & registered agent filings. These slow, unbillable paperwork processes did not align with his core values of speed & efficiency. In an ideal world, Taylor Legal would simply gather the necessary information and completely outsource the execution of the formation or filing to a third party.

Second, Taylor Legal wanted a solution that simplified how they monitor the status of their clients’ registered entities. When businesses have to register in multiple states, handling entity management & compliance becomes especially taxing on internal resources. Just like the business formations process, processing this paperwork does not always add up to billable hours. For a law firm as agile as Taylor Legal, these were simply not inefficiencies they could stomach, so Legalinc stepped in to automate their practice.

“Our business model is built around being as lean as possible. We’re always looking for innovative ways to improve in that regard.”

RAMSEY TAYLOR, FOUNDER - TAYLOR LEGAL
Results

In the years since partnering with Legalinc for filing & practice automation, Ramsey Taylor’s business has grown tremendously while remaining a solo practice. Just in regards to business formations, he is saving measurable hours that are now being dedicated to high-value work. By automating filing processes, Taylor Legal no longer has to spend hours going back & forth with clients about simple paperwork. That means every single interaction they have with clients is extremely meaningful, which adds to the bottom line and increases the quality of service each of their clients receives. That client experience is further enhanced by the quality of entity management Taylor Legal can now provide. When a legal practice is only focused on high-value work, their clients feel taken care of and all promises are delivered upon. That’s when the practice itself truly begins to thrive. That’s what Legalinc offers through practice automation.

Solution

Legalinc tackled Taylor Legal's two painpoints with a single solution: Dashboard. Starting with comprehensive formation & filing automation, Dashboard can save hours every time those processes are carried out. All Ramsey has to do is enter the necessary information in Legalinc’s easy-to-use interface and make a few selections. From there, Legalinc automation takes over. No matter what state or jurisdiction Taylor Legal’s client is in or what entity type they require, Taylor Legal can execute the filing in a matter of minutes. Once that process is complete, Dashboard notifies Ramsey’s team and their client with progress updates until official paperwork arrives in the mail. Ramsey Taylor estimates that he is saving a full work hour of his time with every single formation done through Legalinc. Combined with the time saved by also automating registered agent services & annual reports, that adds up to many hours that can now be used to focus on their core business.

Taylor Legal’s second painpoint, monitoring client compliance across multiple states, was solved via the entity management portion of Dashboard. Through Dashboard, all of Taylor Legal’s entity management processes have gone digital. The Legalinc Dashboard provides legal practices with access to complete entity management in every single US jurisdiction, with every state-required administrative step being automated. Instead of Ramsey and his team having to manually send updates or alerts to clients, they are sent out automatically by Legalinc to Taylor Legal, their clients, or both.

Taylor Legal’s Dashboard isn’t just accessible to their internal team; they can actually give individual clients access to their entity-specific Dashboard to monitor their state-by-state compliance. For a practice that values transparency and being an ally to business owners as much as Taylor Legal, this level of accessibility is key. With the entity management Dashboard, Taylor Legal’s clients always remain in good standing and are not at risk of missing any important due dates in any state.

“When we decided to go outside our practice to automate these processes, we knew it had to be with someone we totally trust. Legalinc stepped in and has sincerely resolved a headache for us.”

Ramsey Taylor, Founder - Taylor Legal