



Consulting Procedures

We discuss your situation to determine what the scope of the project will be, for example: business evaluation, restructuring, refocusing, strategic planning, marketing, industry research, customer contact, program development, business planning, horse association development, feasibility study.

Once the scope of project has been determined, Blue Ribbon Consulting can provide an estimate of the project. Projects vary depending on the scope of work to be conducted.

Blue Ribbon works with a contract and requires a deposit. The deposit is applied to the final bill, and you are billed monthly until the project is completed.

Travel is not necessary, though Blue Ribbon is available for on-site consultation by client request.

Timeframe depends on the scope of the project. Some projects are completed in a month's time; others can take from 6months to a year. Some clients have an ongoing contract for year-round work.

Your role will involve active participation in the project. For example, a business plan is your "baby," and your participation ensures that your ideas are thoroughly evaluated and integrated into the plan. It also facilitates the establishment of new networks and/or resources which can be very beneficial to you at a later stage in your development.

Open and honest communication between client and consultant is a key element to a successful project. Confidentiality is also, and is covered in the contract.

Policies

It is understood that in the performance of the services, that Blue Ribbon Consulting, LDO, LLC may obtain confidential information about the Client such as financial data, customer lists, methods of operation, policy statements, patented information and other confidential data. Blue Ribbon Consulting, LDO, LLC's use of such material is limited to those uses it deems necessary to perform its obligations. Confidential information shall not include any information which is or becomes publicly available through no fault of Blue Ribbon Consulting, LDO, LLC, or which is lawfully available from a third party under no obligation of confidentiality to the client, or which was known to Blue Ribbon Consulting, LDO, LLC or any of its employees, agents or subcontractors prior to disclosure by the client.

Good horsemanship is built on solid basics... So is good business!

The client acknowledges that performance of the services will involve the expression of professional ideas, judgments and opinions by Blue Ribbon Consulting, LDO, LLC, and that it is in the client's interest to have such ideas, judgments and opinions expressed frankly, without concern on the part of Blue Ribbon Consulting, LDO, LLC that such ideas, judgments and opinions will be deemed representations, warranties or covenants upon which the client may claim reliance. Accordingly, the client understands and agrees that Blue Ribbon Consulting, LDO, LLC does not hereby, and will not hereafter, warrant or make any other representations concerning the accuracy of ideas, judgments, opinions, projections, analyses or estimates which Blue Ribbon Consulting, LDO, LLC provides to the client in the performance of the services. The client further agrees as follows:

- a) That any decision the client may make to rely on such ideas, judgments, opinions, projections, analyses or estimates shall be at its own risk;
- b) That Blue Ribbon Consulting, LDO, LLC shall not be liable to the client for any losses, damages, costs, or expenses of any kind which the client may at any time hereafter sustain or incur in connection with or arising out of the services or performance thereof, other than direct losses, damages, costs and expenses resulting from the negligence or other wrongful acts or omissions of Blue Ribbon Consulting, LDO, LLC or its employees, not to exceed the amount of the fee actually paid to Blue Ribbon Consulting, LDO, LLC; and
- c) That the Client shall indemnify and hold Blue Ribbon Consulting, LDO, LLC harmless against all liability, losses, damages, costs and expenses, including reasonable attorneys' fees, which Blue Ribbon Consulting, LDO, LLC may at any time hereafter sustain or incur in connection with or arising out of the services.

Tax Deductible

In many cases, consulting and coaching fees are tax deductible. In the U.S.A., all expenses of continuing education undertaken to maintain and improve business and professional skills are tax deductible (Treas. Reg.1-162-5, Coughlin vs. Commissioner, 203F 2d 307). Contact your tax professional for more details.