

Our Story

This isn't the first business I've founded. I previously co-founded a real estate technology design and installation company with 2 guys, one in IT design, one in IT installation, me in business operations. We had the coolest true story about how we signed our deal in a South Beach hotel lounge with techno music blaring, grapefruit martinis flowing, and a broadband connection that was so poor that the conversation we yelled over the music was about making that hotel our first client.

Well, RegulatorGuards doesn't have co-founders or cute stories. It started with me going back to my roots in professional services, identifying a poorly-served market, designing must-have solutions for that market, and developing a strategy to profitably deliver those solutions in a manner that makes clients rave.

Like most startups, the company progressed through a couple of iterations. We started with a vision of providing legal services to small businesses since the legal industry largely neglects this market segment. Why weren't lawyers fighting for small business clients, I wondered. As I expected, some of it was because of restrictions imposed by state bar associations. But to my surprise, the larger reason was because small businesses do not budget for legal. They budget for consulting and compliance. So, RG decided to give them what they want – with a cherry on top: consulting and compliance for a price with complimentary legal advice.

I started with 1 education-sector client. I learned the business then brought on a diverse team of professionals. We picked up more school clients. Learned more. Added services that impact profitability and cash flow rather than just risk-management and compliance. This shift moved RG from the cost side of the P&L to the revenue side. Now, we don't just keep our clients out of trouble, we make money for our clients while we keep them out of trouble.

We are RegulatorGuards, education-sector strategists and the legal defender of regulated companies. And yes, companies have budget for that.

Shavon Jones, Founder