

## Choosing the right registered agent

Law firms managing numerous new incorporations for their clients need to select the right registered agent in order to avoid the administrative nightmares that can occur. CSC's experience and innovation make us the right choice every time.

**F**or law firms, staying on top of the administrative tasks that come with managing clients' business entities can be overwhelming. There are countless records to keep, deadlines to track, and clients must be continually notified of new developments. Missed dates and overlooked steps can result in costly consequences for the client and reflect poorly on the law firm.

Law firms understand the value of using an experienced registered agent capable of managing the myriad administrative processes and keeping exhaustive records. However, there is more to registered agents than simply filing, and law firms should choose carefully in order to ensure that they have selected the registered agent that will offer error-free services quickly and efficiently.

As one of the most experienced and innovative registered agents in the industry, CSC is uniquely qualified to provide law firms of all sizes with a wide range of services that will keep clients in compliance in a cost-effective manner. "It's about more than just good recordkeeping, it's about ROI,"

asserts Jennifer Kenton, VP of Sales & Marketing for leading registered agent Corporation Service Company. "Whether clients need help with compliance, entity management, litigation management or IT management, CSC can show customers a real return on their investment." That's the reason why CSC has won away more of the Fortune 500 companies than any other competitor over the past five years, she adds.

"Not too long ago, we represented a large media company involved in an acquisition; a competitor represented the acquiring company," Kenton recalls. "The acquiring company was satisfied with their agent and had intended to continue using them, until their managers discovered that they had twelve people doing compliance in-house, while our client had just one person."

The managers found that the lone person working compliance at the company they were acquiring was using CSC's integrated compliance tools, and simply did not need additional people to research tax code and do similar duties. "When

they merged the two groups, they switched to us as their registered agent, which enabled them to redeploy their compliance people where they could be more useful to the company,” Kenton explains.

CSC’s suite of integrated and automated applications offers a number of advantages over competitors’ services:

- CSC’s RecordsCenter allows your firm to view and manage client entity records online. Integrated entity management means that you will not have to rekey basic data, because this is done automatically in RecordsCenter.
- Law firms have access to a perpetual electronic library of Service-of-Process (SOP) and receive email advisories three times a day with SOP status changes, so that they in turn can notify their clients of changes and take action in a timely manner. “This ‘push’ system means that our customers get SOP information as soon as we do, which minimizes risk and expense because there is enough time to address a situation before it gets out of hand,” Kenton explains.
- IncSpot allows you to drastically reduce the need for third-party billing by viewing and printing real-time invoice images and payment records.
- CSC’s customer service representatives go through an accreditation process to increase their knowledge about their customers’ business. CSRs are available and all have the client information they need on hand.

- CSC’s solutions are scalable and can easily be tailored to meet the needs of large and small law firms.
- CSC absorbs the costs of changing registered agents and provides new customers with a free initial audit.

“CSC is the only registered agent that provides these benefits at no extra cost to law firms and their clients,” Kenton says. “Firms looking to partner with a registered agent that can save them significant time, money and hassle will know to look to CSC.”