

## Is the Paper Monster destroying your life?



*“It’s a big misconception. Everyone thinks hell is all fire. Actually, it’s all paperwork.”*

As you glare at the pile of papers on your desk, you know he’s right. Paperwork is hell. Bills, invoices, IRS notices, license renewals, continuing education manuals and trade journals and on and on. Then your phone rings. It’s your wife again asking when you’re coming home for dinner. “Soon,” you say and slam down the phone

This was not what you had in mind when you started your consulting business two years ago. You had dreamed for ten years about starting your own business and doing it your way not the corporate way. But now all you seem to do is paperwork.

Paperwork is something you hate and are not good at it; so it takes you a long time to get through it.

Marketing is taking up about 25% of your time. You had not anticipated that either. But you don't resent that time because you realize it is a part of being in business for yourself.

You love working with your engineering consulting business clients. You enjoy helping them solve their problems and developing new designs for their factories. You could spend hours working on their projects, sometimes without even charging them, because you find the work so interesting and challenging.

But then the paperwork stack grows and you are forced to stop work and plough through the morass to avoid late penalties, bill your clients to avoid cash flow problems, do book-keeping and on and on. You are working late into the night on this paperwork jungle and marketing materials.

Your wife is tired of your bitching and long hours and makes no secret of it. "We never go anywhere or do anything together anymore," she complains. It is affecting your marriage.

So, what can you do? Get a JOB and work in corporation-land again. You hate that thought but as time goes by it seems like the only way to save your sanity and your marriage.

Then you remember your friend Fred.

Fred used to be like you - unhappily self-employed. He had the same complaints about his consulting business. But now he no longer complains and he and his wife seem to be really enjoying life. So, you decide to call Fred and find out what his secret is.

Fred laughs when he hears your request and tells you how he found the solution to his problems that sound just like yours.

He was at an industry convention. After listening to all of the technical sessions he was interested in, he was about to leave. But a friend of his from his old company convinced him to attend one more session. Something about VirtualTech. He reluctantly agreed. Was he glad he went? Was he ever!

The presentation could have been designed for him. It described a guy just like him who had started his own business and was drowning in paperwork and getting more frustrated each day. Until he discovered VirtualTech.

"What's VirtualTech?" you ask Fred.

“It’s what you want it to be,” says Fred. “What I use them for is to handle all of my routine paperwork and some of my marketing – the stuff you’ve been complaining about.”

“VirtualTech’s staff is trained in basic office management with an emphasis on engineering. They send people to your office to do what you want done and then they leave. They can do in 8 hours a week what would take you 15 or 20 hours plus the frustration. When you compare what you pay VirtualTech to your hourly rate you’d be crazy not to use them. It frees you up to do the thing you do best – engineering for your clients. Your wife will also thank you.”

So, call VirtualTech now before you lose your mind or your wife or both.

VirtualTech – we do what you hate to do – paperwork and we do it better.