

Take this to the board. Sign the last page.

18 September 2026. 15 October 2026 · 27 days. Four desks.

One steward. Ten weekly hours, Central Time. Invoice after
the call. No card. This is not the staff library. Staff packs stay
on Packs.

Fieldstone Advisory

Montgomery County, Texas · Print once · US Letter · background graphics on

AI drafts. Human review. Then send. We are not a CPA firm. We are not
a law firm. Circular 230 did not get an AI exception.

WHAT THIS IS

The only document the table needs

Packs is the print desk in this app. Eight staff files live there (workshop, workbook, course, quote, hours, SEO playbook, officer sign-off, collaboration review). The director does not carry eight files. This packet is the merge: prices, desks, hours, what we refuse, the 13-day calendar, readiness, signature.

Print from this page. Chrome or Edge: Print → Save as PDF or the color printer. More settings → Background graphics on. Paper: US Letter. Staple. Last page is the board signature.

PRACTICE

One steward

Ten weekly hours, Central Time. Hours do not stack.

Jobsite hours first. Cap three Extension files. Estate is an intro, not a 1041 rescue. Kitchen does not get sales hours until six Trade retainers close on Friday without you.

Friday Close · Contractor / job cost · \$1,500 / mo · founding wrap \$6,500

Kitchen Week · Independent restaurant · \$1,200 / mo

The Extension File · 1040 on extension · \$850 · +20% inside 30 days of the wall

The Estate File · Texas estate / probate books · \$1,500

#DESK	DEPOSIT THIS FORTNIGHT	NOTE
1 Friday Close	Yes, if the name is warm	Transition \$1,000 is the easy invoice. \$6,500 founding is the one that matters. Franchise of the practice.
2 Extension File	Highest odds this fortnight	Cap two this fortnight, not three. Eight hours max through 15 Oct. CPA-referred. \$1,050 already in force.
3 Estate File	Only if letters are issued	One attorney text. \$1,500 inventory/basis. Not a will. Wills & Whiskey is their room.
4 Kitchen Week	No	Fair price, wrong hours. Ranking it creates work we will turn down.

HOLD

Prices stay. These SERPs do not get a draft.

Named floors: contractor \$1,500 / mo, kitchen \$1,200, extension \$850, estate \$1,500.

Founding Friday Close \$6,500 sits in the ProAxis catch-up band, not the 2–3× capacity ceiling.

Tax-season surcharge hits project work inside a wall. Not the monthly retainer. The 18% is already in the year.

Inside 14 days the wrap is off. Inside 7 days we decline.

Do not match Bench or Pilot. Do not clone Bookkeeper Launch. Do not file from a weekend dump.

Accounts, entity count, AR/AP, and payroll size now move both our hours and the ProAxis 0–12 score.

Do not drop monthly below \$1,500 to 'beat Bench.' Bench does not job-cost retainage.

Do not productize a Bookkeeper Launch clone. 17,000 generalists already exist.

Do not take cards on this desk. Contractors pay on invoice. ACH, check, wire.

Do not auto-publish faceless AI slideshows. YouTube will throttle it. Human on camera, sixty seconds, every episode.

Do not start catch-up on a promise. Deposit before the pack leaves.

Refuse

Kitchen Week selling, Chamber annual as a floor, Wills & Whiskey as a closer, GHBA Galveston, matching Bench.

Any 1040 not already on a 4868. Any Extension File inside 7 days of 15 Oct. Any will dressed up as an Estate File.

A third Extension File, or any Estate File, that pushes Extension + Estate above eight hours through 15 Oct.

MARKET

We are not Bench. We are not Bookkeeper Launch.

PRODUCER	PRICE	VS US
Bench Horizontal mill	\$299–\$499 / mo	Five times cheaper than us. They cannot close a GC. Do not match them.
Pilot Startup mill	\$499+ / mo	Wrong buyer. We do not pitch founders.
Houston contractor CPA desks Local full-service	\$400–\$700 / \$700–\$1,200 / \$1,200–\$2,500 / mo by revenue	Our \$1,500 sits in the \$1.5–5M Houston band. Hold.
Construction bookkeeping (national) Trade vertical	\$800–\$2,000 standard · \$2,500+ WIP / multi-crew	We are mid-band for a 12-crew file. Not a bargain. Not a CFO.
SPM / fractional construction CFO CFO wrap	\$1,900–\$13,500 / mo by revenue	We are not this. Decline files that need attest or a CFO. Refer.
Level-style contractor firms Full stack	\$1,500–\$6,500 / mo · foundation \$3,500–\$25,000	Friday Close \$6,500 is an install, not a year of this. Then \$1,500 / mo.
Bookkeeper Launch Course mill	\$2,499 Pro · \$2,999 Premiere · \$4,999 Team	Do not clone. They mint competitors at \$99 / mo. We take the files they cannot close.

Transition \$1,000 — 40% of Bookkeeper Launch Pro. Two-thirds of one monthly close. Cash this week.

Friday Close \$6,500 — Four months of \$1,500. Inside foundation-fee ranges. Five seats, then \$9,500.

Ongoing \$1,500 / mo — 5× Bench. ~1.25× Houston mid-tier. Below a construction CFO floor.

Workshop \$1,500 — Half of Launch Premiere. Three hours on their files, not 64 hours of video.

HOURS

Ten weekly hours. They do not stack.

BLOCK	HRS	USE
Friday Close hunt / close	10	Mon–Thu 6:45–8:15 counters. Two sit-downs.
Extension delivery or named outbound	8	Fill one, maybe two files with a deposit.
Estate	2	One attorney or executor text. No seminar.
Kitchen / Chamber awards / YouTube	0	Parked.

CALENDAR

What happens after signature

Today · Fri 18 Sep

Invoice every 4868 file already in reach. \$850, or \$1,050 rushed. Fifty percent to start. Decline if documents are not in within seven days. Remaining Extension seats: two.

Mon 21 Sep · 6:45 a.m.

ABC Supply, 938 S Frazier, Conroe. Eight contractor cards. Two Friday Close sit-downs this week. Transition \$1,000 due at signature.

This week

One founding wrap on a named crew, 3–8 months dark. \$6,500 in the room, not a proposal PDF. Text five trades you already know: ten seats, hours do not stack.

Tue 22 Sep · 5–7 p.m.

Woodlands Chamber Meet the New Members only if the list has trades. If it is insurance and wellness, keep the 7 a.m. counter.

Fri 25 Sep

Skip the Chamber annual meeting. Awards do not invoice. Hours stay on the counter or on a file.

Mon 28 Sep

Twenty minutes at the Hole In The Wall Drywall ribbon cutting with a Transition invoice, then leave.

Tue 29 Sep

Drop-dead for new Extension files. One text to probate counsel: inventory/basis books, \$1,500, not a will. Do not sit Wills & Whiskey as a closer.

Kitchen, YouTube, generic SEO

Pause. Revisit Kitchen when six Trade retainers close on Friday without you.

Can we implement on signature?

ITEM	STATUS	NOTE
Named offers and floors	Ready	Transition \$1,000 · Friday Close founding \$6,500 · Extension \$850 · Estate \$1,500.
Quote math + ProAxis score	Ready	Volume, accounts, payroll size, AR/AP, entities, industry. A Conroe painter with a crew scores 7/12. Kitchen 8/12.
Print packs	Ready	Facilitator, workbook, Friday Close course, quote sheet, officer sign-off, teaching hours, this review.
Teaching hours × 4 desks	Ready to run	Hour 1 is the policy. Hours 2–3 have 16 demo prompts. Red-pen card and 7-day install print with the hour pack.
Extension File this fortnight	Valve	Take at most two. CPA-referred. Organizer by 1 Oct. Drop-dead 29 Sep. Inside 7 days of the wall we decline.
Friday Close / Transition	Now	Supply-house mornings. Two sit-downs. One founding wrap if the name is real. Ten seats consume the steward.
Kitchen Week / Estate File	Pause / pipeline	Kitchen: zero sales hours. Estate: one intro, no 13-day 1041 heroics.
Domain + GBP	Officer	Buy the domain. Claim Google Business Profile. NAP identical. A preview URL must not index.
Three pages before 30 Sep	Blocked on domain	Extension File, Friday Close, Estate File. No kitchen. No 4868 how-to. No AI bookkeeping sludge.
YouTube API upload	Hold	Studio until the audit. Two videos a week, human on camera. Headless JSON is the export, not the publisher.
First deposit	Open	Invoice after the call. Hours do not stack. This fortnight: one or two Extension deposits, one Transition, one wrap if real.

SIGNATURE

Implement on signature

I have read the floors, the comps, the refuse list, and the 13-day calendar. Prices stay.
Invoice after the call. No card on this desk. Domain and three written asks by 30 September.
The director of operations may carry this packet and no other.

Director of Operations — recommend

Date

Officer — implement

Date

