

MCSC Client Success Story



Carol Ramirez
In Trust Legal
San Luis Obispo, CA
www.InTrustLegal.com



Carol Ramirez worked in the legal industry as a legal secretary and paralegal in Southern California for over 35 years. In April 2012, her father passed away unexpectedly without a Trust, so Carol petitioned the Probate Court to administer her father's estate through the lengthy process of probate. Due to the extensive mandatory court proceedings, and after many thousands of dollars in professional fees for probate attorneys, tax attorneys and CPAs, Carol decided there must be a better way to protect an estate's assets without having to fall victim to costly probate.

After two years in probate court, the proceedings ended and Carol was able to distribute her father's estate to her family. However, she realized that she had the knowledge and experience to help, not only her own family, but other individuals who need to protect their families and their investments by avoiding probate.

In November, 2014, Carol took a leap of faith and decided to make the move from corporate employee to entrepreneur. This pivotal moment changed Carol's legal career, which resulted in launching her own business, ***In Trust Legal***, serving the public by providing affordable legal documents for persons who want to represent themselves in a self-help capacity, without the need of legal advice.

In Trust Legal offers the same legal documents that lawyers prepare but without the lawyer's fees, thereby offering affordable legal documents for estate planning, family law, and business law. Early on in the beginning of building ***In Trust Legal***, one of Carol's clients told her that "justice is too expensive." As a registered and bonded Legal Document Assistant in the county of San Luis Obispo, and together with her extensive experience and education, Carol is now able to help others achieve justice at affordable rates.

In the beginning stages of building a new business, and being responsible for marketing, networking, operations, sales, etc., Carol soon realized that she could not do it all on her own without some help. While attending a San Luis Obispo Chamber of Commerce breakfast meeting, she met Chuck Jehle, Program Director of Women in Business of MCSC. At the end of their thirty minute conversation, she applied for MCSC's Start, Run, Grow Your Business 12 week program, and the rest, as they say, is history. "Brent Christensen was a wonderful instructor, and the guest speakers were all so valuable. Participating in this class gave me the knowledge I needed to grow my business beyond myself!" Carol added that she realized she was being presented with an opportunity to gain knowledge and support from both classmates and professionals who were behind her and her mission. During the course, she met with MCSC counselor, Lorna Whiteaker and continues to consult with Lorna on an as-needed basis.

Before attending MCSC's course, she was considering applying for a full-time job working for someone else. After taking the course, Carol's business has grown exponentially and has successfully reached milestones that she learned how to set in class. Additionally, through MCSC and its workshops, Carol has made valuable business connections and quadrupled her monthly revenue. She is now full time in her business and has hired two independent contractors to help with specific tasks and has partnered with other businesswomen in the community who are interested in helping her achieve her goals.

When asked what advice she has for other entrepreneurs and what she might do differently if she had to do it over again, Carol reflects that finding a niche that you love and believe in is the key to success and then "learn to live in the moment by doing everything you can today to build your business and don't give up. Find a support system, which is far more productive than worrying about tomorrow."

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