

# Business & Regulatory Support

## Helping FFLs Achieve Success

### ✦ ATF COMPLIANCE

Keeping your FFL "ATF Inspection-Ready" every day is possible and easy with the right knowledge, training, and guidance. We also provide support with ATF Inspection corrective action planning, as well as Warning Conferences and Revocation Hearing support.

### ✦ FFL MARKETING

Understand how to grow your business with proven social media marketing strategies that you didn't realize you could use and how to use them without breaking terms of use and advertising policies.

### ✦ RANGE COMPLIANCE

We've developed policies, procedures and programs that provide you with strategies to keep your range operating safely, "OSHA Inspection-Ready" and EPA compliant.

### ✦ FFL SECURITY

We support you in your efforts in promoting public safety and proactively protecting your FFL and inventory from theft.

### ✦ FFL RISK MANAGEMENT

We help FFLs identify and quantify the vulnerabilities and risks associated with the business of firearms commerce and industry related operations. Our Team delivers insurance insights that reduce expenses, control loss, support claims adjudication and optimize risk retentions.



### When You Have Questions, We Have The Answers!

**Keeping your FFL Compliant, Secure, Safe and Profitable is what we do best.** We know how to help YOU navigate today's Social and Political Environments and provide YOU with the Keys to Staying Protected, Profitable and Running a Successful firearms business. You should enjoy selling firearms and worry less about it. We partner with you to support that goal.

**We partner with our clients every day and are there at a moment's notice when they need us.** We make it easy for you to access the knowledge and expertise for what it takes to thrive and work incident-free as an FFL.

**Keeping your FFL ATF inspection Ready every day is possible with the right knowledge, support, training, and guidance.** We provide live phone and online consulting services, on-site support and consultation, compliance evaluations and audits and of course the support that is needed when the sh\*t hits the fan 24/7.

### What You Get

- ✦ Passionate Support & Expert Experience
- ✦ Consultants that Partner with You and Treat You with Respect
- ✦ Affordable Industry Expertise, Training and Support anywhere in the US
- ✦ Up-To-Date Knowledge and Experience with ALL ATF Regulations, Open Letters and Process Changes
- ✦ Compliance, Security, Operations, Marketing Support for Your Range or Retail Business
- ✦ How to Properly Market Your Business and Avoid Social Media Censorship allowing you to GROW Your Business

We created one website for every FFL to access the support and training they need to keep their business compliant, secure, safe and profitable.

With our proprietary FFL Academy, you will have everything you need for you and your staff to be successful.

We believe time is money and there's no need for you or your staff to research multiple websites or chat groups for the answers you need to support your FFL every day. That's what we do for the industry today.

Become an FFLC Client! Our Team provides the critical info that you need to know, and we ANSWER YOUR CALLS 24/7, so you can worry less about risk and compliance and run your business with confidence!

# Our Services



## State & Federal Firearms Compliance

- ↪ FFL Licensing & Startup Support
- ↪ Mock ATF Inspections
- ↪ ATF F 4473 Staff Training
- ↪ Acquisition & Disposition | Recordkeeping
- ↪ ATF Violation Corrective Action Planning
- ↪ ATF Warning Conference Support
- ↪ FFL Revocation Intervention
- ↪ Straw Purchase Prevention Training
- ↪ NFA Compliance and Programs
- ↪ Manufacturing Processes & Requirements

## Security & Risk Management Programs

- ↪ Physical Security Program Design
- ↪ Post-Incident Response & Recovery Support
- ↪ Burglary, Robbery & Theft Prevention Training
- ↪ Personnel Safety & Security Training
- ↪ Media & Public Relations
- ↪ Communications Management
- ↪ Loss Prevention & Loss Control Strategies
- ↪ Insurance Advisement & Partnerships

## Social Media Marketing

- ↪ Marketing Your Business with Social Media
- ↪ Attracting New Customers Using Social Media
- ↪ Do's and Don'ts for Using Social Media
- ↪ How Vlogs and Video Convert Customers

## OSHA & EHS Range Services

- ↪ Federal & State OSHA Inspection Support
- ↪ Environmental Health & Safety Consulting
- ↪ Pre-Build & Onsite Range Consultation
- ↪ Staff Training & Critical Incident Management
- ↪ Lead Management & Risk Mitigation
- ↪ Respiratory & Personal Protection Safety
- ↪ Hearing Conservation & Noise Abatement
- ↪ Hazardous Communications

## Business Operations Programs

- ↪ Hiring Your Staff - Best Practices
- ↪ Customer Service & Profit Improvement
- ↪ Do's and Don'ts for Shipping & Receiving
- ↪ Instructor & Training Course Development
- ↪ Internet Sales | Firearms & Ammunition
- ↪ Support for System Transitions  
POS, A&D, e4473 & Range Operations

## Crisis Management & Support

- ↪ Incident Support & Crisis Management 24/7/365
- ↪ Staff Training
- ↪ Critical Incident Training & Response
- ↪ Suicide Awareness Training & Response
- ↪ On-Site Support Post Incident
- ↪ Crisis Communications Support

## Other Services & Support

- ↪ Preferred Partner Recommendations
- ↪ Government Relations & Legislative Affairs
- ↪ Live Support & Consultation
- ↪ Resource Library
- ↪ Staff Training & Live-Stream Events
- ↪ Newsletter

**National Shooting Sports Foundation Member Benefit Provider**  
Members of the National Shooting Sports Foundation Consultant Teams

## ARE YOU AN NSSF MEMBER?

Contact us today to learn more about your benefits and the support available to you!

**We are a National FFL Service Provider**

[www.FFLConsultants.com](http://www.FFLConsultants.com) | (720) 336-0028 | [info@fflconsultants.com](mailto:info@fflconsultants.com)

Consulting Fees Determined by Scope of Work

# Legal Support



## Business & Legal Needs for the Entire Firearms Industry

*FFL Consultants receives no compensation for providing this information.*

**Legal services and support are offered through Kutak Rock LLP**

Kutak Rock is the only AmLaw 200 firm with a national firearms industry group. While other law firms might claim they serve the industry, our Legal Support Team has more than 20 lawyers focused on the business and legal needs of firearm, ammunition and accessory manufacturers, dealers, and ranges.

They know your products, how they are made, distributed and most important—how they work.

Our Legal Support Team is national in scope and covers the full spectrum of business, dispute resolution, litigation, and regulatory matters. Their clients range from small dealers and manufactures of pistols, rifles, ammunition and accessories to large multinational manufactures, exporters, and governmental contractors.

### Manufacturers Services

- ⊕ Licensing and Regulatory Compliance
- ⊕ ITAR – Import and Export
- ⊕ NFA Firearms Dealers and Manufacturers
- ⊕ Excise Tax
- ⊕ Patent and Intellectual Property
- ⊕ Corporate Finance
- ⊕ E-Commerce/Internet/Cyber-Risk Law
- ⊕ Commercial and Products Liability Litigation
- ⊕ Government Contract Disputes
- ⊕ Litigation
- ⊕ Corporate Compliance
- ⊕ Bankruptcy and Restructuring
- ⊕ Sales, Distribution and Dealer Agreements
- ⊕ Insurance and Risk Management
- ⊕ Real Estate and Development

### Dealer Services

- ⊕ Litigation
- ⊕ Tax credits – Land Acquisition & Development
- ⊕ Growth Plans – capital acquisitions, mergers and acquisitions and public offerings
- ⊕ Corporate structure, including updating bylaws, creating policy, and separating various sales units (i.e. retail firearms/ammo, soft lines, gunsmith services and ranges) into stand-alone entities
- ⊕ Regulatory compliance
- ⊕ Deal, manufacturer and retail licenses, including state variances
- ⊕ ITAR – Import and Export
- ⊕ ATF audits
- ⊕ Best practices - training, POS procedure, handbooks, and range incidents
- ⊕ Protection of Lawful Commerce in Arms Act - counseling and defense

### Range Services

- ⊕ Business Formation
- ⊕ Debt and Equity Financing
- ⊕ Mergers and Acquisitions
- ⊕ Franchising
- ⊕ Local Land Use Regulations
- ⊕ Noise Abatement
- ⊕ Real Estate
- ⊕ Litigation
- ⊕ Intellectual Property
- ⊕ Employment
- ⊕ Workplace Safety
- ⊕ Federal / State Compliance & Enforcement
- ⊕ Lead Handling, Transport, Disposal & Contamination

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# Risk & Insurance



## Risk & Insurance Brokers for Firearms Dealers

*FFL Consultants receives no compensation for providing this information. We simply ask that you advise the broker selected that we provided this information when requesting quotes for insurance coverage.*

### **Lockton Affinity Outdoor**

locktonaffinityoutdoor.com/fflc/

(888) 437-1578 | [Info@LocktonAffinityOutdoor.com](mailto:Info@LocktonAffinityOutdoor.com)

### **Sage Program Underwriters**

www.sageuw.com

833-724-3111 | [submissions@sageuw.com](mailto:submissions@sageuw.com)

### **Firearms Business Insurance Agency**

firearmsinsuranceagent.com

firearmsinsuranceagent.com/about/contact-form

(877) 776-4015

### **Joseph Chiarello & Co, Inc**

guninsurance.com/

guninsurance.com/contact

(800) 526-2199

### **Specialty Insurance Consultants**

specialtyinsuranceconsultants.com/programs

specialtyinsuranceconsultants.com/contact

(844) 558-5181

#### **When requesting property & general liability insurance quotes for business:**

- ✦ Understand your policy details including deductibles, provisions, limits of liability, liabilities insured, and disqualifying activities.
- ✦ Discuss and understand negligence that may disqualify or void your coverages.
- ✦ Understand what / if any attorney services for all liability claims are included.
- ✦ Understand your policy restrictions.
- ✦ Consider options for higher deductibles to reduce premiums where possible.
- ✦ Ensure your employee's activities are insured.

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# Business References



## FFL RETAILERS

USA Liberty Arms  
Shane Siegfried  
(e) usalibertyoffice@gmail.com  
(o) (970) 226-2767

RTBA Inc  
Vache Soghomonian  
(e) vachesogho@gmail.com  
(m) (818) 419-3041

RTSP, LLC  
Amanda Justino  
(e) ajustino@rtsponline.com  
(o) (973) 434-7600 ext. 115

The Firing Pin, LLC  
Brandon P. Lewis  
(e) sellmeyourgun@gmail.com  
(o) (585) 494-0333

## FFL RANGES

DCF Guns  
Josh Barton  
(e) josh@dcfguns.com  
(o) (303) 521-5200

Back 40 Range  
Rion Buswell  
(e) rbuswell@back40range.com  
(m) (720) 320-2932

Fox Valley Shooting Range  
Mark Glavin  
(e) mark.glavin@foxvalleysr.com  
(m) (630) 918-7779

Bristlecone  
Jacquelyn Clark  
(e) jclark@bristleconeshooting.com  
(o) (303) 985-0989 x102

## FFL PAWNBROKERS

Valley Pawn, LLC  
Justin "J" Bernstein  
(e) j@valley-pawn.com  
(o) (505) 344-7296 x777

Colorvision Rent to Own & Pawn, Inc.  
Brandon Hilyer  
(e) brandonhilyer@gmail.com  
(m) (334) 559-9246

Youngtown Pawn  
Al Miller  
(e) admillerus@gmail.com  
(m) (605) 870-1513

Superior Pawn and Gun  
Austin Rohr  
(e) rohraustin@yahoo.com  
(o) (502) 365-2244

Additional References Available Upon Request

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