

SPEAKING. WORKSHOPS. CONSULTING.

# Eric Davis.

## *Rate Card.*

### 2026.

*Co-Founder and CEO of USLege, the legislative intelligence platform. Previously took Prodigy Software from inception to a \$100M acquisition by Upstart Holdings (NASDAQ: UPST). AI consultant, revenue systems operator, legislative tech expert.*

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**\$100M**

EXIT, 2021

**2 cos.**

FOUNDED

**13+**

YEARS BUILDING

**51**

JURISDICTIONS, USLEGE

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## A note on pricing.

Transparent rates. No bundled hours. No "schedule a call to learn more." If we work together, you'll know the number before you fill out the form. Numbers below are 2026 standard. Multi-day, custom-format, or international engagements are quoted on request.

01 / SPEAKING & WORKSHOPS

## What I *teach*.

*No theory. No frameworks borrowed from a book. Lessons from operating two companies through scale, one through a \$100M acquisition, and one defining the legislative technology category.*

WORKSHOP / HALF-DAY INTENSIVE

### How business teams actually use AI

**\$15,000** flat

4 HOURS ON-SITE OR REMOTE / TEAMS OF 8 TO 30

- ◆ Pre-work survey of your team's current revenue and ops stack
- ◆ Live working session covering AI use cases, what works, what doesn't
- ◆ Prioritized rollout plan delivered in writing within 5 business days
- ◆ 30-day Slack access after the session for questions and tuning
- ◆ Custom topics: AI in revenue, GTM, ops, or legislative workflows

WORKSHOP / FULL-DAY DEEP DIVE

### Custom AI integration roadmap

**\$25,000** flat

8 HOURS ON-SITE / TEAMS OF 8 TO 50 / TWO FACILITATORS AVAILABLE

- ◆ Full half-day deliverables, plus implementation working session in the afternoon
- ◆ Build live with the team, mapping current workflows to AI-native equivalents
- ◆ 90-day implementation roadmap with named owners and milestones
- ◆ 60-day Slack access plus one follow-up working session at day 30

KEYNOTE / TALK + Q&A

## Conference, summit, or company offsite

**\$20,000** flat

50 MIN + 15 MIN Q&A; / TRAVEL BILLED AT COST

- ◆ Custom-tailored to your audience, event theme, and outcome
- ◆ Pre-event call with the host or organizer 14 days before
- ◆ Slides delivered 7 days before the event for review
- ◆ Post-event recording rights for your team's internal use
- ◆ Topics: revenue systems, AI in revenue, legislative tech, exit playbook

## 02 / CONSULTING

## For teams that need an *operator*, not a deck.

*I work with a small number of revenue and operations leaders each year, usually post-Series A through pre-IPO. Engagements focus on revenue systems, AI integration into the revenue stack, and category positioning.*

## CONSULTING / REVENUE SYSTEMS

### Monthly retainer engagement

**\$35,000** / month

3-MONTH MINIMUM / RENEWABLE

- ◆ Diagnosis of current revenue motion (pipeline, forecast, conversion)
- ◆ AI integration audit: what to build, what to buy, what to kill
- ◆ Weekly working sessions with leadership (CRO, VP Sales, Head of Revenue)
- ◆ Direct line for in-between calls (text and Slack)
- ◆ Quarterly board-ready summary with metrics and recommendations

## CONSULTING / FRACTIONAL CRO

### Embedded operator, 2 days per week

**\$50,000** / month

6-MONTH MINIMUM / EQUITY OPTIONAL

- ◆ In-the-room operator working alongside the leadership team
- ◆ Pipeline reviews, deal coaching, hiring panels, board prep
- ◆ Sales process design and implementation (not just diagnosis)
- ◆ Available for board meetings and investor calls as needed
- ◆ Limited to two engagements simultaneously, by application only

CONSULTING / AI & REVENUE PROJECT

## Defined-scope project work

# Quoted

TYPICAL RANGE \$40K TO \$120K / 6 TO 12 WEEK TIMELINE

- ◆ Examples: AI sales enablement build, revenue ops overhaul, GTM repositioning
- ◆ Defined deliverable, milestone billing, fixed scope
- ◆ Best for teams that know the problem but need senior execution
- ◆ Quoted after a 30-minute scoping call

03 / ADVISORY & INVESTING

## For founders building *something hard*.

*I take a small number of advisory roles per year. Pre-Series A only. Revenue, GTM, AI, or legislative tech focus. Equity-based engagements with optional cash component.*

ADVISORY / EARLY-STAGE

### Equity-only engagement

0.25% to 1.0% equity

24-MONTH VEST / NO CASH COMPONENT

- ◆ Pre-Series A only, ideally pre-seed through seed extension
- ◆ Revenue, GTM, AI, or legislative tech focus
- ◆ Monthly working session, 90 minutes, founder-only
- ◆ Async access for the hard decisions (hiring, pricing, strategic asks)
- ◆ Two-year vest with founder-friendly cliff terms

ADVISORY / EQUITY + CASH

### For active operating roles

\$5,000 / month + 0.25% equity

MONTHLY RETAINER / 12-MONTH MINIMUM

- ◆ For founders who want operator-level engagement, not just monthly check-ins
- ◆ Bi-weekly working sessions plus async access
- ◆ Hands-on involvement in board prep, fundraising, and key hires
- ◆ Equity vests over 12 months alongside cash retainer

INVESTOR / WRITE A CHECK

## Direct angel investment

# Case-by-case

TYPICAL CHECK SIZE \$25K TO \$100K

- ◆ Pre-seed and seed only
- ◆ Revenue, GTM, AI, or legislative tech focus
- ◆ Combined with advisory engagement when appropriate
- ◆ Fast yes-or-no within 7 days of intro call

04 / HOW THIS WORKS

# Engagement *protocol.*

**STEP 1 Initial inquiry**

Email [eric@uslege.ai](mailto:eric@uslege.ai) with: company, role, what you're trying to accomplish, timeline, and which tier from this rate card fits. I respond within 2 business days.

**STEP 2 Scoping call**

30 minutes by Zoom. I confirm fit, you confirm scope. No deck, no pitch.

**STEP 3 Statement of work**

Within 5 business days of the call. Fixed scope, fixed price, signed via DocuSign.

**STEP 4 Kickoff**

Within 14 days of signed SOW. Speaking engagements scheduled by mutual calendar.

**STEP 5 Delivery**

On time. On scope. With written deliverables where applicable.

05 / FINE PRINT

TRAVEL	Billed at cost. Coach domestic, premium economy international, 4-star or equivalent hotel.
INTERNATIONAL SPEAKING	Add 30% to base fee. 14-day minimum lead time.
MULTI-DAY WORKSHOPS	Quoted per scope.
NON-PROFIT AND EDUCATION	Discounts available. Ask.
CANCELLATION	Within 14 days of event: 50% fee. Within 7 days: 100% fee.
PAYMENT	Net 15. Wire or ACH. 50% deposit on speaking engagements.
CONFIDENTIALITY	Mutual NDA available. Default position is full confidentiality.
PRESS AND QUOTES	I do not provide testimonials or media quotes outside of formal engagements.

DIRECT LINE

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