
LICENSE • MEASURE • DELIVER

SURVEYOR GUIDE

Confirm the license path.

Protect the seal.

Build the partnership.

LICENSE | FIELD | LIABILITY

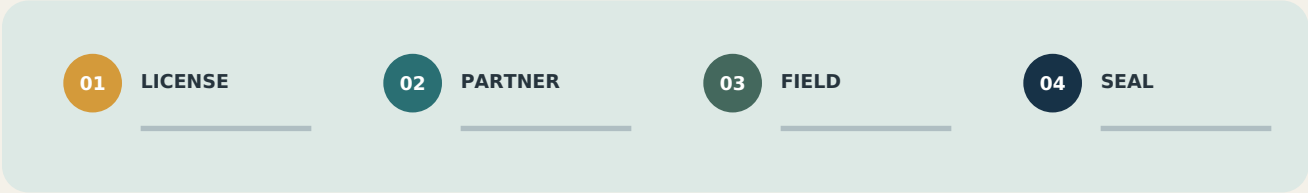
Veteran's Strategic Solutions LLC



START HERE

How to Use This Guide

Read the core guide first. Do not buy field equipment or sell a regulated survey product until a valid licensed-professional path is confirmed. Then use the worksheets to document the partnership, budget, estimate, invoice, field work and compliance decisions.



FIELD CONTROL | Precision equipment only creates value inside a valid licensed path.

MODULE	PURPOSE
Core guide	Understand the licensing barrier, partner-first model, equipment costs, pricing references and 90-day decision.
Startup checklist	Confirm the legal and licensed-professional path before operating.
Budget + estimate	Plan equipment and quote work only after the licensed path exists.
Logs + compliance	Record field activity, partner leads, authorization, safety and state-specific requirements.

CORE GUIDE 01

The Bet

01 TIME

02 LICENSE

03 CALL

04 DECIDE

Core assumption that must be true: That this business can be delivered within a timeframe that matters. It cannot, if the plan is personally becoming the licensed surveyor quickly.

LOCATION-SPECIFIC REQUIREMENTS

Check licensing, zoning, and tax rules for your own city and state before starting.

Licensure education, supervised-experience, examination and seal requirements vary by state [VERIFY]. There is no assumed fast track. The shortest realistic path for someone starting from zero may be measured in years, not months [VERIFY].

Fastest zero-budget way to test the real assumption — is there a viable business here at all, on any timeline: Call two local surveying or engineering firms and ask directly whether they'd take on subcontracted survey crew work, or whether they know of a licensed Professional Surveyor locally looking to partner with or sell into a business rather than build one from scratch. That single conversation tells you whether a licensed-surveyor partnership model is realistic before you spend anything.



SITE REALITY | Equipment follows the licensed path, never the other way around.

Three Reasons This Fails Before You Spend

01

SEAL

02

MARKET

03

CAPITAL

04

STOP

- 1. You are not the licensed professional, and can't become one soon. Work requiring a licensed Professional Surveyor's seal cannot be sold without that professional. Without one, there is no business, only equipment sitting unused.
- 2. The local market may not be underserved. Established multi-service engineering firms may already have survey capability built in — not a gap waiting to be filled.
- 3. The equipment cost is real money for a business you can't yet legally operate. A total station, GPS/GNSS receiver, and survey software alone can run \$30,000–\$75,000. Buying that equipment before you have a path to a sealed survey product is capital tied up in nothing.



PARTNER FIRST | Technical authority and business development must align.

Who Pays, In Their Own Words



BUYER LANGUAGE

"I need my property line confirmed before I put up a fence." "The bank needs a boundary survey before they'll close on the loan."

"We need an ALTA survey before the deal can move forward." "FEMA wants an elevation certificate for my flood zone paperwork."

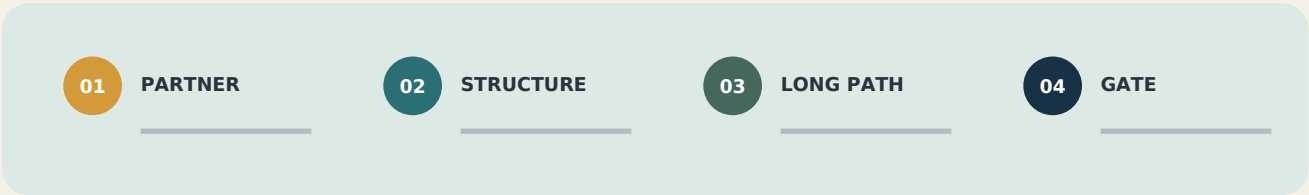
Every one of these buyers needs a document with a licensed surveyor’s seal on it. A bank, a title company, or FEMA will not accept work from an unlicensed provider, no matter how good the equipment or the measurements are. This is the detail that makes surveying different from every other line — the customer isn’t buying a service, they’re buying a legal instrument.

The Smallest Version You Can Actually Charge For

There is no version of “boundary survey” or “ALTA survey” you can sell without a licensed seal — those aren’t a minimum-viable-product question, they’re a legal one. The smallest real version of this business is one of two paths:

BUYER	REQUIRED DELIVERABLE	LICENSE / SEAL CONFIRMED?
Property owner	Boundary / property-line need	
Bank / lender	Closing-related survey document	
Commercial / title buyer	ALTA-related survey document	
Flood-zone applicant	Elevation certificate	

Two Paths — One Gate



Path A — Partner, don’t build.

Find a currently-licensed Professional Surveyor who wants to reduce their administrative and business-development load, and structure a deal where the business handles marketing, scheduling, and client relationships while they perform and seal the surveys. This is a real business you could stand up in months, not years — but it depends entirely on finding that person, and it makes them, not you, the technical center of the business.

Path B — The long path, for real.

Enter your own state’s licensure track as a personal, multi-year project under a licensed surveyor, plus every required examination, the same way a tradesman apprentices into a license. This only makes sense if surveying itself, not just the business opportunity, is something you want to be doing for years.

Recommendation: do not build this as a near-term business line. If Path A doesn’t turn up a willing licensed partner in your first round of calls, this idea belongs in the parking lot, not the active catalog.

GATE	PATH A — PARTNER	PATH B — LICENSE
Technical authority	Licensed Professional Surveyor	You, only after all state requirements [VERIFY]
Time horizon	Months, if the right partner exists	Multi-year [VERIFY]
First spend	Partnership and liability planning	Education / experience / exams [VERIFY]
Go / no-go	Partner willing to discuss terms	Personal commitment to the profession

What It Actually Takes

01

TOTAL

02

GNSS

03

SOFTWARE

04

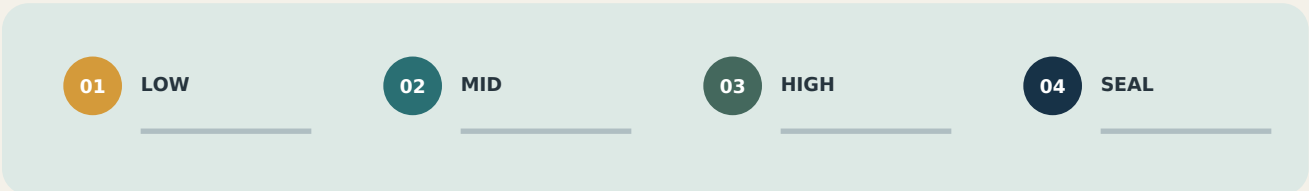
COVER

ITEM	EST. COST	NOTES
Total station	\$8,000-\$20,000	Only needed once a licensed path (A or B) is confirmed
GPS/GNSS receiver	\$5,000-\$15,000	
Survey data collector	\$2,000-\$4,000	
CAD/survey software	\$2,000-\$5,000/yr	Subscription-based for most platforms
Reliable truck/SUV	Varies	
Professional licensure	[VERIFY]	Check your own state's education, experience, examination, application and fee requirements.
Business insurance (once operating)	Professional liability/E&O is non-negotiable for sealed survey work	A surveying error is a legal liability, not just a redo

CAPITAL RULE

Do not buy equipment before Path A or B is real. Every dollar spent on a total station before you have a licensed path to seal a survey is capital with no legal way to generate revenue.

Pricing — Reference Only



TIER	SERVICE	TYPICAL RANGE	NOTE
Low	Residential boundary survey	\$500-\$2,500	Most common small-job entry point
Mid	Topographic survey	\$800-\$5,000	
High	ALTA/NSPS survey	\$2,500-\$10,000+	Commercial/title work, highest barrier to entry

These figures are market reference only. None of them are chargeable without a licensed seal on the final product — pricing is not the open question here, licensure is.

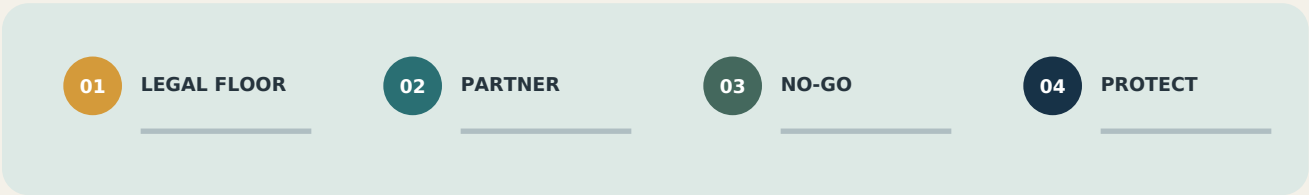
First 90 Days and the One Metric

WINDOW	ACTION
Days 1-14	Call local surveying and engineering firms. Not as a competitor — ask whether any of them subcontract field crew work, and whether they know a licensed surveyor locally who might want a business partner rather than a payroll job.
Days 15-30	If a licensed-partner lead surfaces, have a real conversation about what a Path A structure would look like — revenue split, who owns the client relationships, who carries the liability insurance.
Days 31-90	If no partner surfaces, close this out. Don't let it sit half-open in the catalog — either it has a licensed path within 90 days or it goes in the idea parking lot.

THE ONE METRIC

Whether a licensed Professional Surveyor is willing to talk partnership terms. Everything else in this document is irrelevant until that person exists.

Honest Assessment



The honest answer is do not build this as a business line right now unless the licensed-professional path is real. This model has a legal floor under it that state-specific experience and examination requirements do not clear quickly, and the local market may already have established, capable firms doing this work.

The only version of this worth pursuing is Path A — finding an already-licensed surveyor who wants a business partner. If that person exists nearby and is interested, this could become real. If they don’t, the honest move is to let this one go rather than sink equipment money into a business you can’t legally operate.

DECISION	EVIDENCE	ACTION
GO	Licensed surveyor is willing to discuss structure, control, insurance and revenue.	Proceed to professional legal and insurance review [VERIFY].
HOLD	A lead exists, but no concrete licensed path or written responsibilities exist.	Spend no equipment capital.
STOP	No licensed partner surfaces within 90 days.	Move the idea to the parking lot.

WORKSHEET 01

Startup Checklist

01

VERIFY

02

CALL

03

STRUCTURE

04

DECIDE

DONE	ACTION	OWNER / DATE / NOTES
☐	Check licensing, zoning, and tax rules for your own city and state before starting.	
☐	Confirm which services require a licensed Professional Surveyor and seal [VERIFY].	
☐	Call at least two local surveying or engineering firms about subcontracted crew work.	
☐	Ask for introductions to licensed surveyors interested in partnership or succession.	
☐	Document Path A responsibilities: clients, technical work, seal, insurance and revenue.	
☐	Document Path B education, supervised experience, examinations and fees [VERIFY].	
☐	Confirm professional liability/E&O requirements [VERIFY].	
☐	Buy no survey equipment until a licensed path is real.	
☐	Set the 90-day go / hold / stop decision date.	

WORKSHEET 02

Equipment and Startup Budget Worksheet

01

PATH

02

EQUIP

03

COVER

04

TOTAL

ITEM	NEEDED?	ESTIMATE	ACTUAL	NOTES
Total station				
GPS/GNSS receiver				
Survey data collector				
CAD/survey software				
Reliable truck/SUV				
Professional licensure [VERIFY]				
Professional liability/E&O [VERIFY]				
Business setup / legal review [VERIFY]				
Contingency				
TOTAL				

DO NOT BUY YET

A total station, GPS/GNSS receiver, and survey software alone can run \$30,000–\$75,000. Confirm the licensed path first.

Survey Estimate Template

01

SCOPE

02

SEAL

03

PRICE

04

APPROVE

CLIENT / PROPERTY	ESTIMATE DATE	ESTIMATE #

SERVICE / DELIVERABLE	QTY	RATE	AMOUNT
Residential boundary survey			
Topographic survey			
ALTA/NSPS survey			
Construction staking / field work			
Research / records / travel			
Other			
		TOTAL	

LICENSED AUTHORIZATION

Licensed Professional Surveyor responsible for technical work and seal [VERIFY]: _____ Scope / exclusions / client approval: _____

Customer Invoice Template

01

CLIENT

02

WORK

03

TOTAL

04

RECORD

SELLER		CUSTOMER	
Business: _____ Licensed surveyor: _____ Contact: _____		Name: _____ Property / project: _____ Contact: _____	

INVOICE #	SERVICE DATE	DUE DATE	STATUS

DESCRIPTION	QTY	RATE	AMOUNT
Survey / deliverable			
Field work			
Research / records			
Travel / other			
		Subtotal	
		Tax	
		TOTAL	

DELIVERABLE RECORD

Final document / seal / delivery method / client acceptance / payment status: _____

Field Job Log

01

RESEARCH

02

FIELD

03

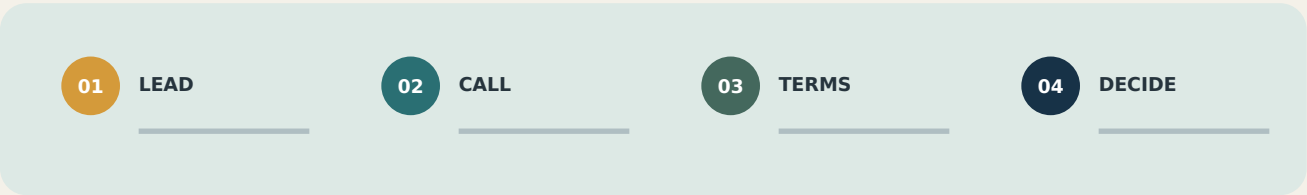
REVIEW

04

SEAL

FIELD	DETAIL
Client / property / project	
Date / crew / licensed surveyor	
Service and intended deliverable	
Records / monuments / control used	
Equipment / serial / calibration check	
Field observations / measurements	
Site hazards / access / weather	
Data transferred / backed up	
Technical review / corrections	
Seal / delivery authorization [VERIFY]	
Follow-up / invoice status	

Licensed-Partner and Lead Tracker



DOCUMENT CONTROL | Client relationships, technical authority and final records must align.

DATE	CONTACT / FIRM	SOURCE	ROLE / NEED	STATUS	NEXT ACTION

ONE METRIC

Whether a licensed Professional Surveyor is willing to talk partnership terms.

WORKSHEET 07

Compliance and Field-Safety Check

01

RULES

02

AUTHORITY

03

FIELD

04

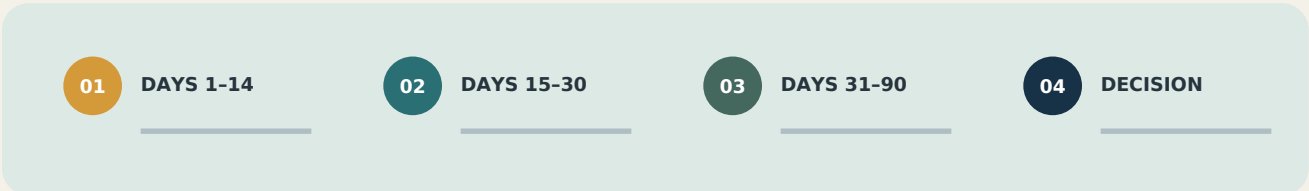
RECORDS

Check licensing, zoning, and tax rules for your own city and state before starting.

AREA	QUESTION TO ANSWER	STATUS / NOTES
Licensure	Which services require a Professional Surveyor license and seal? [VERIFY]	
Responsible professional	Who controls technical work, review and final seal? [VERIFY]	
Business structure	May the business structure, ownership and fee arrangement be used in this state? [VERIFY]	
Insurance	What professional liability/E&O and other coverage applies? [VERIFY]	
Field access	How are property access, permission and site restrictions documented? [VERIFY]	
Site safety	How are traffic, terrain, weather, utilities and construction hazards controlled?	
Equipment	How are calibration, condition, custody and data backup documented?	
Records	Where are research, field notes, calculations, deliverables, invoices and approvals retained?	

FINAL DASHBOARD

Your First 90 Days



WINDOW	COMMITMENT	RESULT / DECISION
Days 1-14	Call local surveying and engineering firms about subcontracted crew work and licensed-partner leads.	
Days 15-30	If a lead surfaces, discuss revenue split, client ownership and liability insurance.	
Days 31-90	If no partner surfaces, close this out and move it to the idea parking lot.	
Decision	Buy no equipment until the licensed path is real.	

DASHBOARD	TARGET / PLAN	ACTUAL
Firms contacted		
Licensed-partner leads		
Partnership conversations		
Licensed path confirmed?		
Go / hold / stop		

DECISION RULE

No licensed path within 90 days means no equipment purchase and no active business line.