

The Startup Banking Catch-22

In theory you don't need a bank account for an MSO licence. In practice, you won't get approved without one.



What Banks Fear

- Regulatory attention
- Reputational damage
- Internal queries from their regulator

The story you need to tell

Who are you?



Credible founders, reputable backers, clear ownership

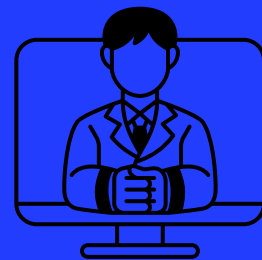
What's your risk profile?

Controls, AML/KYC framework, compliance lead track record, cross-border risk management



Why won't this blow up?

The bank doesn't want to deal with a regulator and have internal queries



What an independent adviser brings

- Translation: compliance pack complete, coherent, properly filled
- Introductions & navigation: relationships that improve odds of being heard, not auto-rejected
- Storytelling: a narrative your relationship manager can stand behind