

IMAGINE the POSSIBILITIES!

Today's tax professionals are changing — from day-to-day compliance work to providing in-depth advising to their clientele. Jump ahead to a time where delivering bundled services could be part of your tax practice of the future.

YOU'LL MAKE A BIGGER IMPACT ON YOUR CLIENTS' FINANCIAL LIVES.



BEFORE:
PROS FOCUSING ON COMPLIANCE WORK...

Don't offer business clients a choice in the types of services they receive.

Have business clients who perceive the practice as "reactive."


AFTER:
PROS DELIVERING BUNDLED SERVICES...

Can offer three levels of advisory services, including tax planning basics, advanced strategy and full-service advisory.

Have business clients who perceive the practice as proactive and engaged with their business.

DID YOU KNOW?

89% of clients who pay monthly accounting fees report that their accountant has made accounting easier and more efficient versus 52% of those who pay hourly or per project. 40% said they feel more prepared to make business decisions, while only 28% paying hourly or per project said the same.¹




YOU'LL FIND NEW TIME TO PROVIDE MORE VALUE TO YOUR CLIENTS.

BEFORE:
PROS FOCUSING ON COMPLIANCE WORK...

Spend nearly 5% of time in the office on billing and collection processes.²

Sell time: Higher efficiency means less overall value for the practice.




AFTER:
PROS DELIVERING BUNDLED SERVICES...

Automate subscription billing to get more precious time back.

Sell knowledge: Sharing expertise helps clients thrive.

**DONE
DONE
DONE**




YOU COULD MAKE MORE REVENUE AND HAVE MORE INCOME DEPENDABILITY.

BEFORE:
PROS FOCUSING ON COMPLIANCE WORK...

Charge business clients an average of \$471.65 for tax preparation only.³

Process work in annual transactions, leading to seasonal spikes and dips in revenue.

Usually can't exceed 3% firm growth annually.⁴




AFTER:
PROS DELIVERING BUNDLED SERVICES...

Charge more for basic bundles, including tax preparation and proactive tax planning.


Charge monthly, leading to more consistent and dependable cash flow throughout the year.

Grow their tax and accounting firms by 10+% with the same staff, on average.⁵



"Delivering bundled services keeps my staff from having to keep detailed timesheets, provides me with monthly income, and my communications with clients have increased tremendously."

- Kelly Nokleby, EA, Books by Kelly

 Deliver bundled services

JUST IMAGINE WHAT A DIFFERENCE IT COULD ALL MAKE.

Find out how Intuit can help you prepare for the future of your tax practice. Learn more and get your custom guide at proconnect.intuit.com/tax-practice-of-the-future

1. 2019 Client Accounting Services Report, Bill.com, pg 9
 2. Intuit ProConnect Market Study, Dec. 2010, N=465
 3. National Association of Tax Professionals: 2019 Fee Study. <https://www.natptax.com/explore/Documents/2019-fee-study.pdf>. Overall average charge for business/fiduciary return regardless of billing method.
 4. "The State of the Profession." CPA Journal. <https://www.cpajournal.com/2018/12/17/the-state-of-the-profession-3/>. 2018 average profit growth for accounting firms nationally, as measured by income per equity partner.
 5. Harris, Steven B. "The Rise of Advisory Services in Audit Firms." Public Company Accounting Oversight Board. Nov. 24, 2014. https://pcaobus.org/News/Speech/Pages/11242014_Harris.aspx. "Revenues for on-audit services at Big 4 firms have grown at an average rate of about 10% in recent years, while revenues for assurance services have grown at a modest 4%."