

# 5 QUESTIONS TO BUILD A SIX-FIGURE TAX FIRM



WRITTEN BY  
DEE EDWARDS

# 5

## QUESTIONS TO BUILD A SIX-FIGURE TAX FIRM

---

**IF YOU ARE A STARTUP TAX BUSINESS OWNER OR YOU HAVE ALREADY OPENED YOUR FIRM AND HAVE NOT HIT THE SIX-FIGURE MARK IN YOUR COMPANY, THERE ARE FIVE QUESTIONS YOU SHOULD ASK YOURSELF. WHEN YOU'VE ANSWERED THESE QUESTIONS IN DETAIL, YOU WILL DISCOVER THE MISSING ELEMENT THAT WILL LEAD YOU TO BUILD A SIX-FIGURE TAX FIRM. LET'S BEGIN**

---



**HOW CAN YOU MAKE  
YOUR TAX BUSINESS  
DIFFERENT THAN YOUR  
COMPETITORS?**





**BUILD YOUR  
FIRM ON YOUR  
DIFFERENCES**





2

**HOW CAN YOU MAKE  
MORE MONEY PER TAX  
CLIENT?**

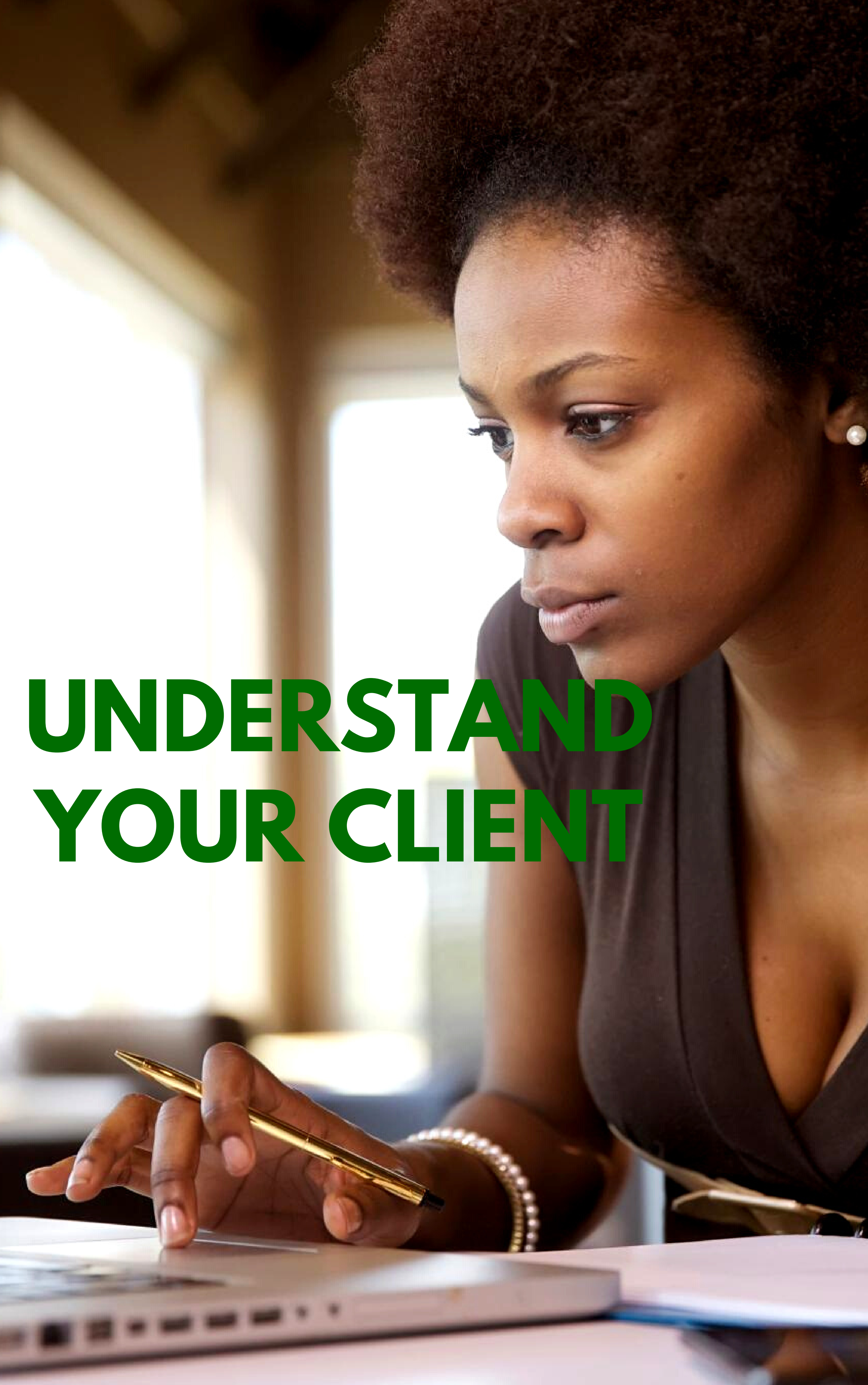


**REVIEW YOUR  
PRICE POINTS**



3

**HOW DO YOU ATTRACT  
NEW CLIENTS THAT  
MATCH YOUR IDEAL  
CLIENT LIST?**



# UNDERSTAND YOUR CLIENT





4

**WHAT IS THE BEST  
WAY TO MARKET AND  
ADVERTISE MY TAX  
FIRM?**



**DETERMINE THE  
BEST METHOD TO  
COMMUNICATE  
WITH YOUR  
AUDIENCE**





5

**HOW DO YOU HIRE THE  
BEST TEAM AND TRAIN  
THEM?**



# MATCH SKILL WITH POSITION



Now that you have gone through this ebook, take the time to really think through the questions. Write out your thoughts and intentionally look for areas that need to be adjusted or additions to add in order to build your six-figure tax firm.

*Dee Edwards*





**NEED TAX  
SOFTWARE TO HELP  
BUILD YOUR SIX  
FIGURE TAX FIRM?**





## LET US GROW WITH YOU

Interview or form mode	No network required. Only internet
Paperless solutions	Work from anywhere
Signature pad or touch screen compatibility	Work from any smart device or computer
Manage Multiple Office	Setup tax preparers
Back office reporting	50 State E-filing
Incentives	Powered by TaxSlayer

**1-888-504-3643**





# ABOUT THE AUTHOR



## *Get In Touch*



dee@DeeEdwardsOnline.com



/DeeEdwardsUnlimited



/DeeEdwardsOnline



/DeeEdwardOnline

Dee Edwards is a Taxpreneur, Continuing Education Provider with the IRS & Startup Business Coach who assist tax business owners build six-figure tax firms. Her services include providing document solutions, professional software, and training to tax professionals nationwide.