
5 QUESTIONS TO BUILD A SIX-FIGURE TAX FIRM



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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?**

A close-up photograph of a woman's hands and torso. She is wearing a black long-sleeved top and a necklace with white teardrop-shaped beads arranged in a floral pattern. She is also wearing several gold rings on her fingers. Her hands are positioned over an open notebook with pink horizontal lines, and she appears to be writing with a pen. The background is slightly blurred, showing a window with blinds.

**BUILD YOUR
FIRM ON YOUR
DIFFERENCES**

2

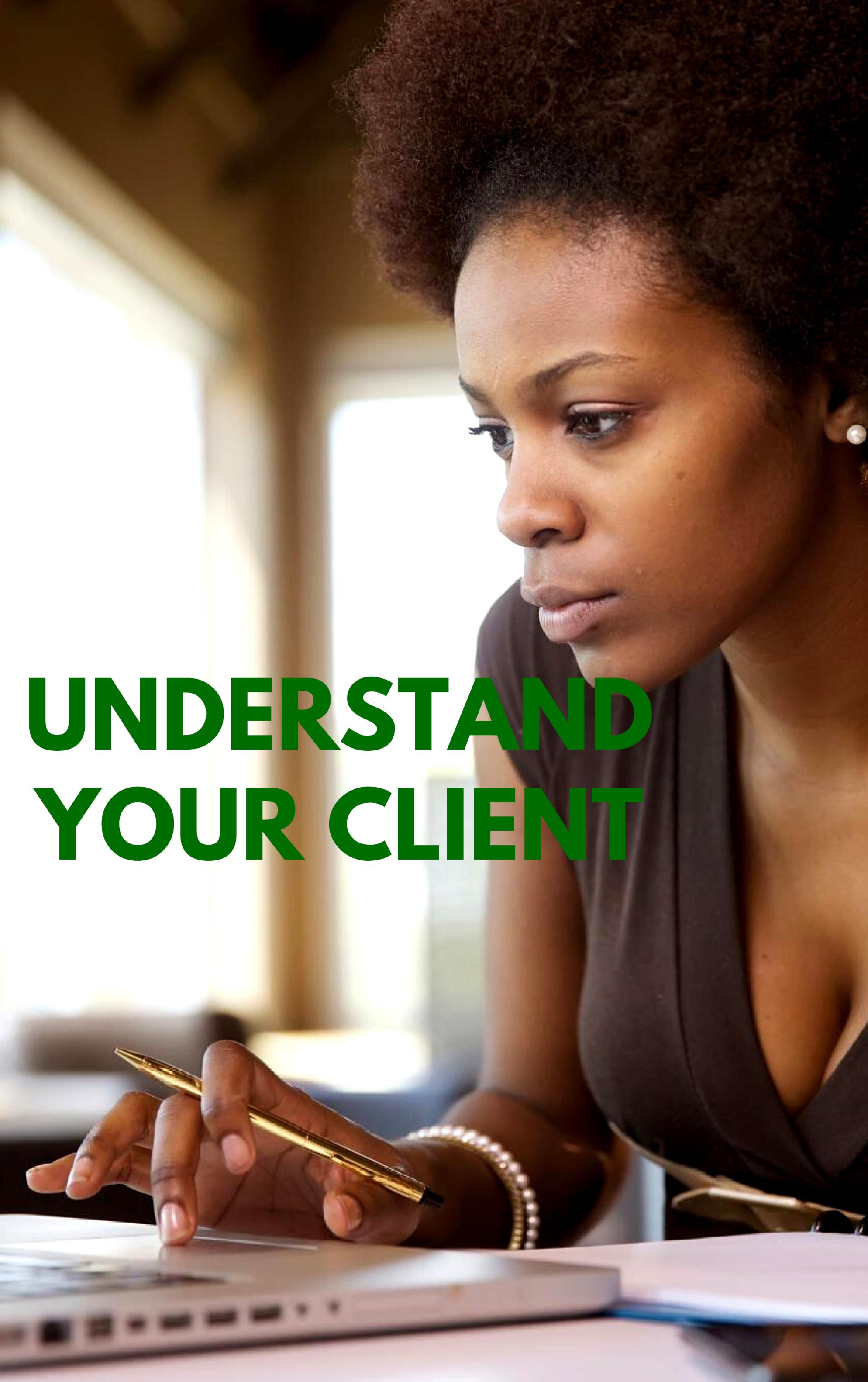
**HOW CAN YOU MAKE
MORE MONEY PER TAX
CLIENT?**



**REVIEW YOUR
PRICE POINTS**

3

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

A close-up, profile view of a Black woman with a large afro hairstyle. She is looking intently at a laptop screen. She is wearing a dark brown top and a pearl bracelet on her left wrist. She is holding a gold pen in her right hand, which is resting on the laptop. The background is a blurred office or home workspace with windows.

**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?**



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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.