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National Society of Accountants Launches Free “Grow Your Firm” Webinar Series

ALEXANDRIA, VA, May 4, 2016 — Tax and accounting professionals are always looking for ways to grow their firms. So the National Society of Accountants (NSA) has launched a series of three free webinars designed to do just that.

The webinars will show how to focus on key “levers” in accounting practices that will provide a strong payoff in revenue compared to the amount of effort needed to make them happen.

The lineup of webinars includes:

[The Key to Generating Post Tax Season Revenue](#)

Tuesday, June 14, 2016; 2:00-3:00 p.m. EDT

[Double Your Fees](#)

Thursday, July 7, 2016; 2:00-3:00 p.m. EDT

[Client Obedience Training](#)

Tuesday, July 19, 2016; 2:00-3:00 p.m. EDT

Some of the specific benefits provided by these webinars include:

- How to successfully transition out of “tax season” so you can have the “post-season” workload you really want.
- Step-by-step plans and tools for how to generate significant revenue during the post-season months.
- How to effectively raise your prices to increase your year-round revenue.

- How to roll-out a new price structure with existing clients and minimize any push-back.
- Key strategies for how to communicate with clients so they'll listen to you and respond to your requests.

The webinars will be taught by two leading experts:

- William Hamilton, the co-founder of [TaxPro University](#) & [SmartCenter](#). He has spent the last seven years advising hundreds of tax firms on how to grow their businesses and implement systems to make life easier.
- Chris Basom, the co-founder of [TaxPro University](#) & [SmartCenter](#). He is also the managing partner of a tax and financial planning firm in Southern California. With 34 years as a tax professional, Basom knows first-hand, the struggles small firms face and how to combat them. He developed TaxProU & SmartCenter to make managing a practice and collaborating with clients simpler and easier for small-firm owners.

Visit <https://nsawebinars.nsacct.org/products/how-to-grow-your-firm-the-easy-way-webinar-series> for more information and to register for one or more of these free webinars.

A complete list of webinars can be found at webinars.nsacct.org, including a full lineup of recorded, on-demand CPE webinars that are available for purchase. More information is also available by calling NSA at 800-966-6679.

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NSA and its affiliates represent 30,000 members who provide accounting, auditing, tax preparation, financial and estate planning, and management services to approximately 19 million individuals and business clients. Most members are sole practitioners or partners in small- to medium-size accounting firms. NSA protects the public by requiring its members to adhere to a strict code of ethics and maintain an annual continuing education regimen. Learn more at www.nsacct.org.