

THE 2025 NICHE BUSINESS ACCOUNTING REPORT:

How businesses choose accountants and what they're willing to pay

First-of-its-kind research based on 350+ business decision-makers across multiple industries in the United States

Welcome to the era of niche accounting services

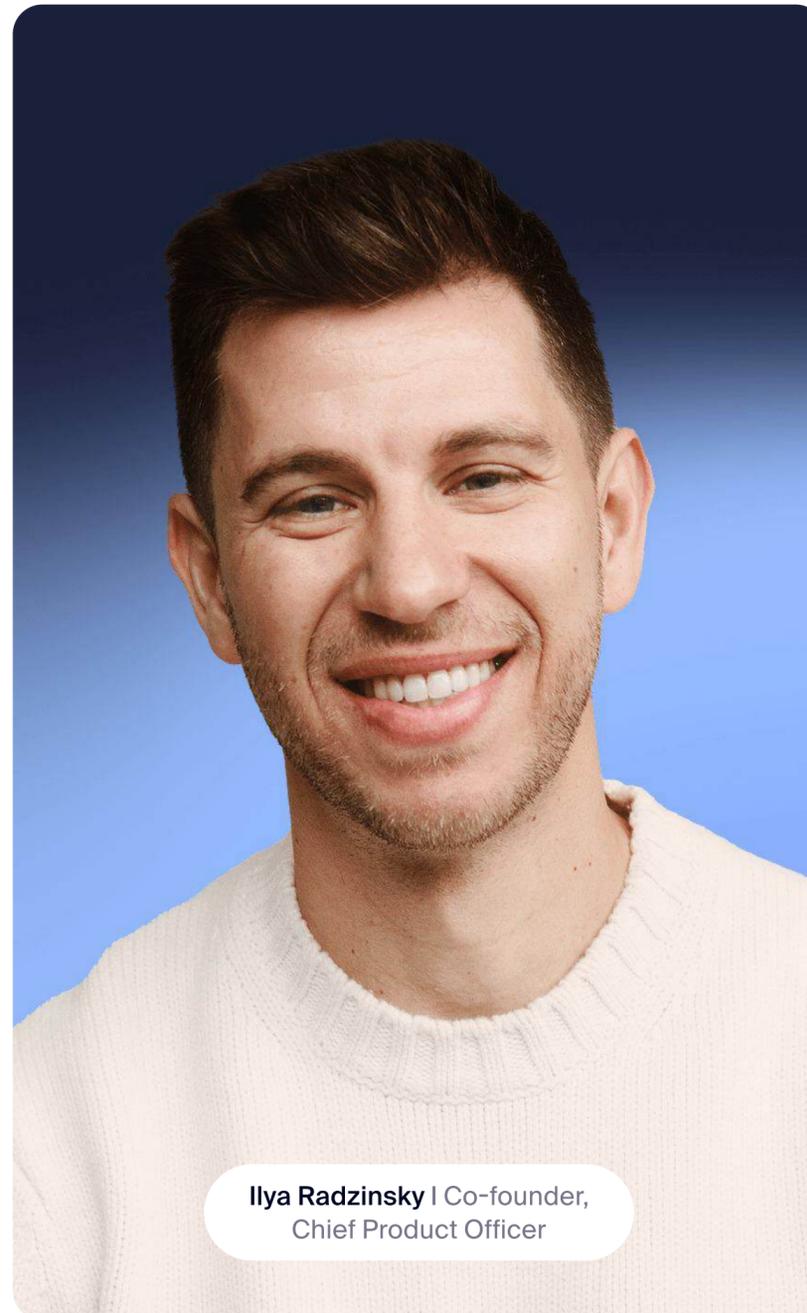


Business clients are willing to pay 25% more for specialized accounting services. Our first-of-its-kind research surveyed 350+ business accounting clients directly to reveal exactly which industries will pay the most, when they'll pay it, and what justifies the premium in their minds.

While most reports ask the accountants about their perspectives, we at TaxDome went straight to the businesses themselves, the ones writing the checks and making the decisions.

This approach captures authentic insights from the people who matter most: your potential clients. Our respondents span multiple industries and revenue levels from under \$100K to over \$100M.

Niche specialization isn't just an effective strategy for growth (though it's certainly that, as well). It's a signal to business clients that you understand what they're up against,



Ilya Radzinsky | Co-founder,
Chief Product Officer

and that you're built to help them win now and for years to come. More importantly, it's the key to unlocking premium pricing from clients who are actively seeking expertise and willing to pay for it.

Whether you're a firm of five building your niche foundation or a team of 50+ looking for your next growth lever, this report is your guide for building a strategy around niche service specialization.

Inside, you'll find insights backed by direct feedback from 350+ business owners or executives who engage accounting firms. How they choose their accountants, why they're willing to pay more for niche services, the value they look for, and what today's most strategic firms are doing to retain growing business clients. You'll also hear from leaders of niche firms, how and why they chose their niche, the role specialization plays in their firm's growth, and what it means for their future.

Ilya Radzinsky



Industry and service niching is one of the most powerful ways to increase firm valuation – from 0.75x–1.25x gross revenue to 5x–10x adjusted EBITDA. It’s a game-changer. The experts say to do it. Clients are asking for it. Any firm that isn’t considering declaring a niche or specialization just isn’t paying attention.”



Daniel Talbott, EA, CEPA
Founder | Accounting M&A Advisor RightExit



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Methodology

Behind the Data

We surveyed 353 businesses across the U.S. to better understand how they choose their accountants, what they value, and what they're willing to pay more for.

These weren't hypothetical questions. We spoke directly with decision-makers: 229 executive and senior-level managers and 124 small business owners – all of whom work with or are responsible for hiring accountants.

However, the research ahead will show this isn't about firms branding themselves as "niche," it's about solving higher-stakes problems and businesses looking for firms that are structured to deliver exceptional, specialized value.

What makes this study different?

Most accounting industry surveys ask accountants about their own firms or what they think their clients think. We flipped the perspective and asked the clients themselves what really drives their loyalty, frustration, and willingness to pay a premium.

Industry	% of Respondents
Services (e.g., consulting, design, agencies)	18.1%
Other (primarily manufacturing, finance, and auto)	14.2%
Real Estate	12.7%
Restaurants & Hospitality	12.7%
Retail & E-commerce	12.7%
Construction & Trades	10.5%
Healthcare (e.g., medical, dental, wellness)	9.9%
Technology (e.g., SaaS, software)	8.8%

**Growing businesses
are choosing niche accounting
firms and sticking with them**

Businesses making over \$1M are 2x as likely to hire a niche accountant

2X

Compared to smaller businesses, companies earning **over \$1M** are twice as likely to hire a niche accountant.

The client journey: generalist to niche

As client businesses mature, they're walking away from generalists and gravitating toward firms that understand their vertical, speak their language, and solve the problems that come with scale.

That's why firms that embrace a niche are commanding higher prices and growing alongside their business clients, rather than watching them move on. The data confirms what savvy firms already know: businesses making over \$1 million in annual revenue are twice as likely to hire a niche accountant than a generalist. That's twice the likelihood of closing a larger client (or retaining one) if your firm specializes in solving their unique problems.

This isn't just a trend — it's a shift in client expectations. High-growth businesses aren't looking for baseline services. They want insight, relevance, and strategy from firms built to solve their specific problems.

And as the research ahead will show, this shift isn't about firms simply branding themselves as "Niche." It's about structuring your firm to solve higher-stakes problems in a way that earns premium fees and long-term loyalty.



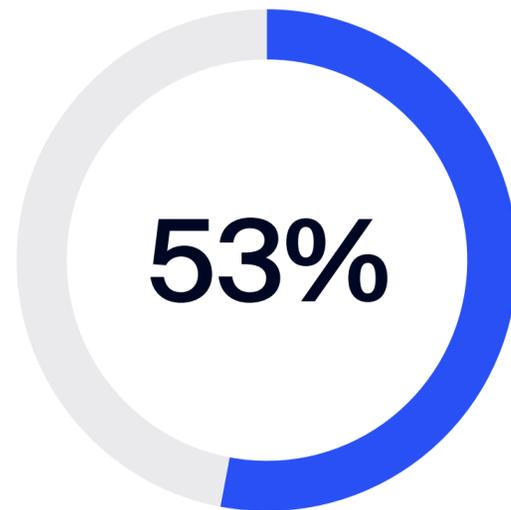
If I were starting an accounting firm from scratch, I'd pick one industry and one service—that would be my niche. Then I'd do whatever it took to afford hiring someone else to handle sales, because it's always easier to sell someone else's abilities."



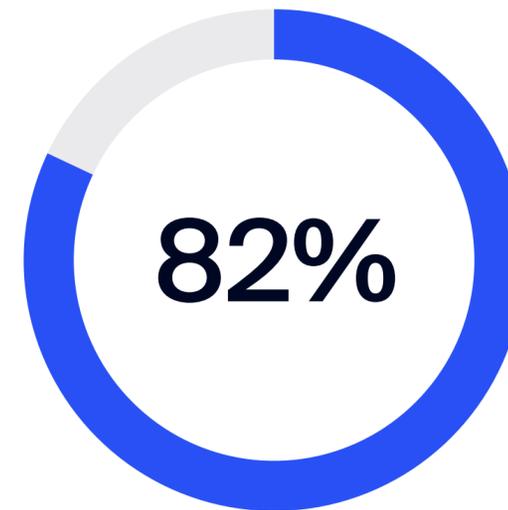
Randy Crabtree | CPA Co-Founder, Partner, Tri-Merit

**Once businesses go niche,
they don't go back**

Businesses gravitate toward niche services as they grow



Of the businesses that leave generalist firms, 53% move to firms that offer niche services.



When leaving somewhat specialized firms (semi-niche), 82% of businesses choose a new provider with either the same level of specialization or a fully niche firm.



When I was considering whether to offer in-house financing at my auto dealership, my accountant helped me evaluate the regulatory requirements, projected profit margins, and tax implications. They built out financial models that showed how financing could increase revenue per customer while staying compliant with lending laws, ultimately helping me make a profitable, informed decision.”

Research participant | annual revenue \$40M to \$100M
Automotive Industry

Planning for the next decade and beyond

Growing business clients don't stay where they start. In fact, **53% of businesses that leave generalists move to firms that offer niche specialization.** Once there, there's a high tendency to remain with either semi-niche or fully niche accountants.

When business clients leave a semi-niche firm, **82% choose a new provider with either the same level of specialization or chose to go to a fully niche firm,** and even among those that left their niche accounting firm, **80% opted for another fully niche firm after.**

For firms tracking long-term client value, the pattern is clear: businesses begin with generalist services but transition toward niche expertise as their needs evolve.

As Jo Wood of The 6 Figure Bookkeeper notes, focusing on the right clients for her is what made the difference between building a standard practice and building one that thrives on her terms.

Entry-level services aren't just for acquisition — they're a pipeline. However, retaining clients as they grow means expanding your firm's knowledge and expertise to solve the more complex problems that come with scale.

Takeaway

If you are committed to growing with your business clients and looking to build loyalty for the next decade and beyond, offering niche services is a must.

“

I built a multi-six-figure practice from home by specialising, not just in what I did, but in who I did it for.”

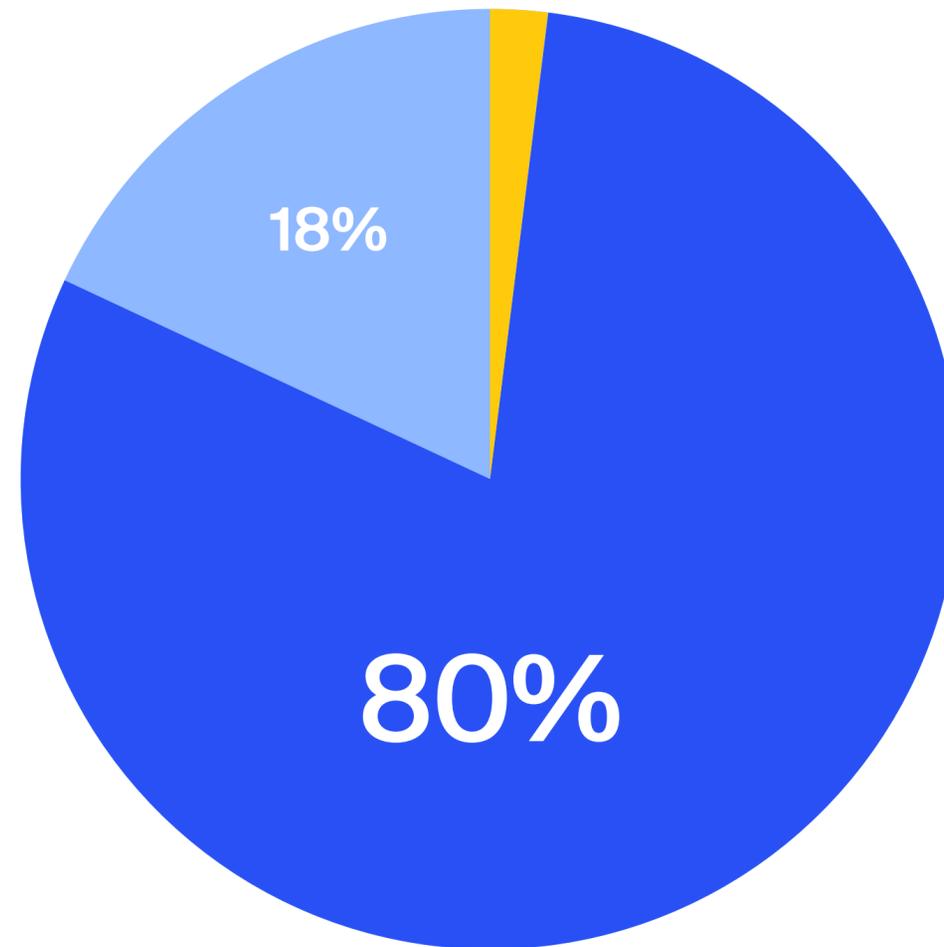


Jo Wood
Founder | The 6 Figure Bookkeeper



**THE 6 FIGURE
BOOKKEEPER**

Most businesses stay with niche services, even if they leave their current firm

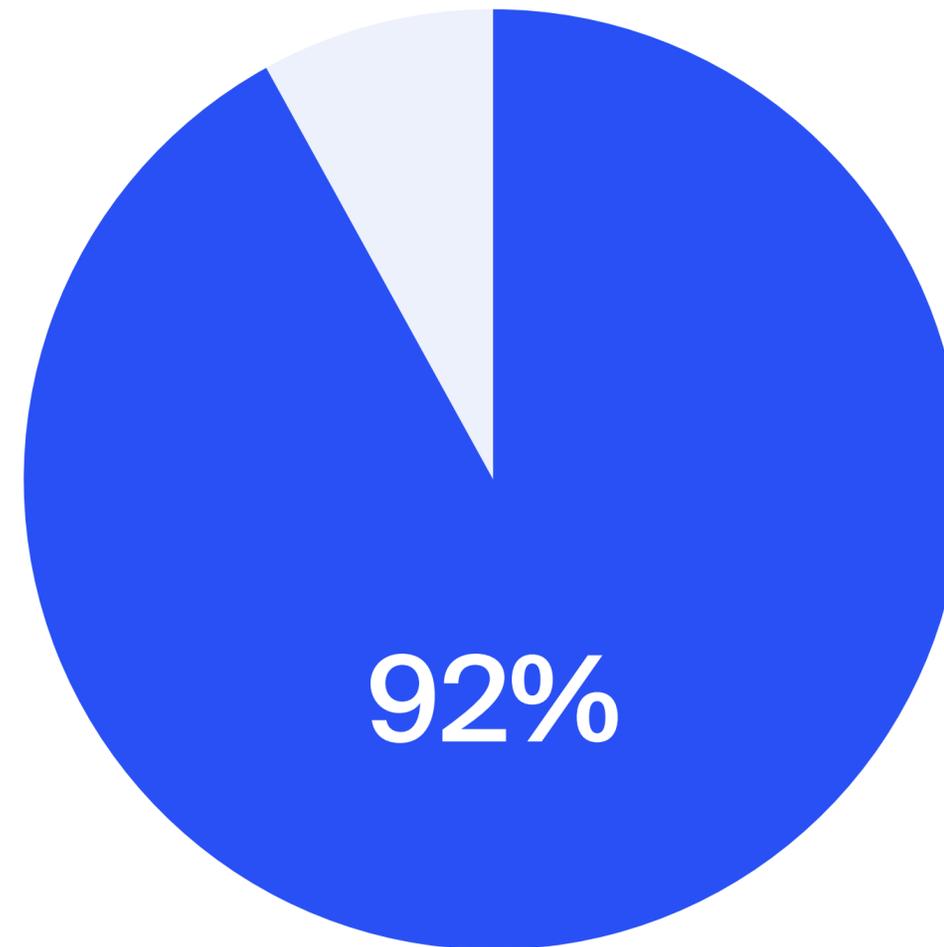


Among clients who switched from a niche accountant, loyalty to specialization is clear: 80% chose to stay with another niche provider, 18% moved to a somewhat niche accountant, and only 2% opted for a generalist.

Loyalty not only aids retention – it drives growth

In addition to businesses remaining loyal to niche providers, the data also reveals they rely heavily on referrals for choosing the firm they work with. In fact, it's not even close, with **92% of business clients ranking referrals as important** when selecting an accountant.

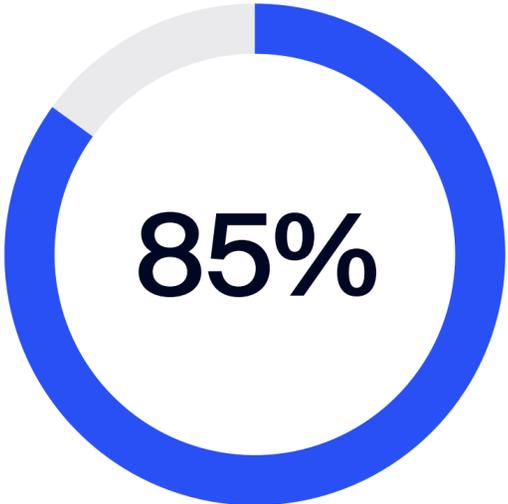
Who are your firm's greatest champions to send referrals your way? Your most loyal clients. Loyalty equals growth.



92% of business clients rank referrals as important when choosing an accountant

New client acquisition – Referrals vs. everything

How do other marketing avenues stack up against referrals when it comes to building out your client base? Once again, referrals blow everything else away, with 58% of business decision-makers saying the primary method for finding their current accountant was through a referral – no other method even breaks the 20% barrier.



85% of business decision-makers said that responsiveness is either 'very' or 'extremely' influential during the accountant selection process

So, in addition to providing an amazing client experience, how do you get more referrals for business clients? Communication goes a long way, as 85% of business decision-makers said that responsiveness is either 'very' or 'extremely' influential during the accountant selection process.

The takeaway here is that business clients' loyalty to niche accounting presents an opportunity for growth. Even when clients choose to move on to another firm, they're more likely to go with another niche accountant and, at that point, they're more likely to choose a firm that someone has referred them to.

How did you find your current accountant/firm? (primary method)	%
Referral (from business or person)	58%
Online search (Google, Yelp, etc...)	17%
Social media	10%
Webinar or event	6%
Cold outreach from accountant	4%
Responded to an advertisement	3%
Other	2%



There are times when I work with people who don't have specific answers I need right then and there. If I can have an accountant who can answer my questions thoroughly right then and there, you've got me. I'm already roped in."

Research participant | annual revenue over \$100M
Services | Paying in the \$5,000 - \$9,999 range

Where niche services Win and Lose

“

Our current accountant with expertise in our industry works with others in the same industry. Those relationships, I feel, foster a mindset and current industry knowledge that our company has benefited from. Ultimately helping with our budget to reduce expenses and pay less in taxes, and getting more write-offs.”

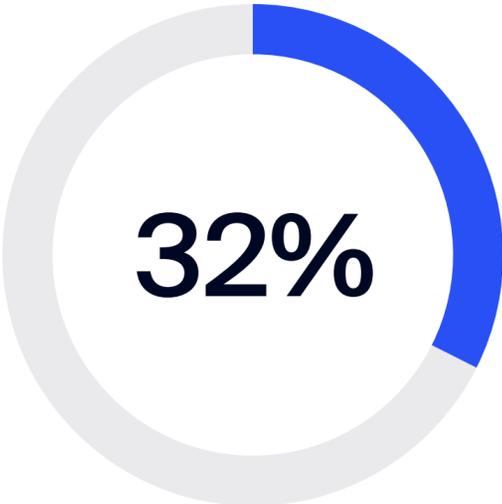
Research participant | annual revenue \$1M to \$4.9M
Real Estate | Paying in the \$10,000 to \$19,999 range

“Niche” doesn’t automatically mean success

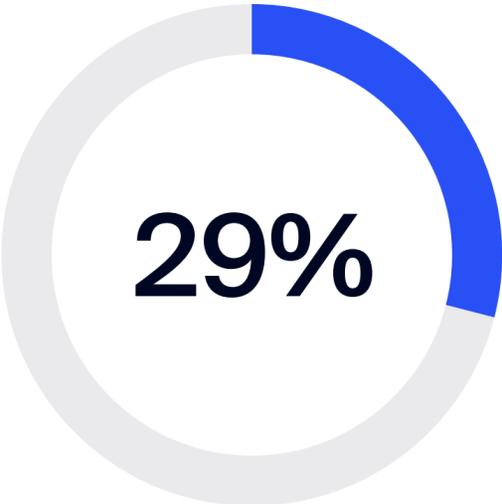
Knowing that an accounting firm specializes in services that address the pain points of business clients is what gets them in the door, but keeping them is another story.

Among those who left generalist firms, poor service (32%) was a key factor, followed closely by lack of industry knowledge (29%) and outgrowing what the firm could offer (26%). That’s what opens the door for niche providers.

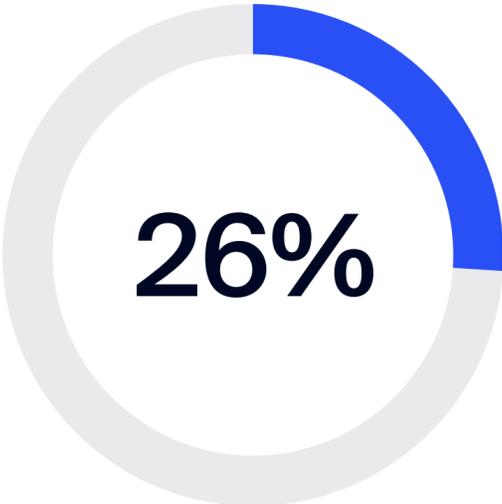
Why businesses leave generalist firms:



Leave because of poor service



Leave because of a firm's lack of industry knowledge



Leave because they've outgrown their firm

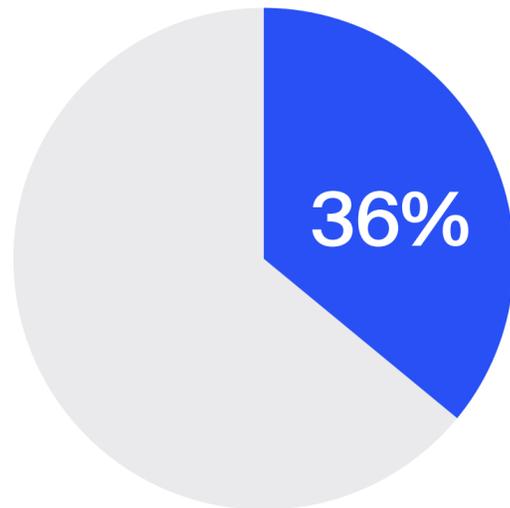
Experience to price ratio: The more you charge, the better the experience needs to be

Once inside, expectations rise. Of the clients who left niche firms, many cited high pricing (38%) and outdated processes or technology (36%) as contributors.

It's not enough to specialize — clients also want a smooth, modern experience that reflects the value they're paying for.

Businesses that have grown to reach a more sophisticated tier expect their service to match their level of sophistication. How do firms do that? By offering a world-class technological experience at an affordable price.

Why businesses leave niche firms:



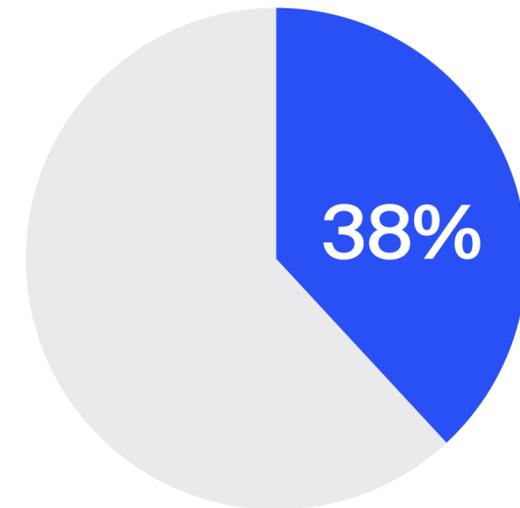
Leave because their niche firm uses outdated technology or processes.



[My clients] do not have a lot of time to implement strategies. So part of my service is to make decisions easy for my clients. I also replicate the tools they use in their day-to-day life, such as technology solutions. The TaxDome portal is good for them because they are accustomed to secure portals, automations, security, etc.”



Liz Mannette | Owner | Tax Goals LLC and David Beck Tax



Leave their niche firm because prices are too high.

Technology use is a vital part of businesses choosing an accounting firm

The significance of technology use when businesses across the board are looking for a firm to work with cannot be overstated.

Clients value technology more as their spend increases

Among companies that spend **\$10,000+ per year on accounting, between 76% and 83% put technology in the top-two importance boxes**, compared with just 46% in the sub-\$1000 bracket. In the \$50,000+ cohort, **zero respondents** indicated that technology use by prospective accountants was less than 'somewhat important.'

Low-spend clients are the most dismissive of technology

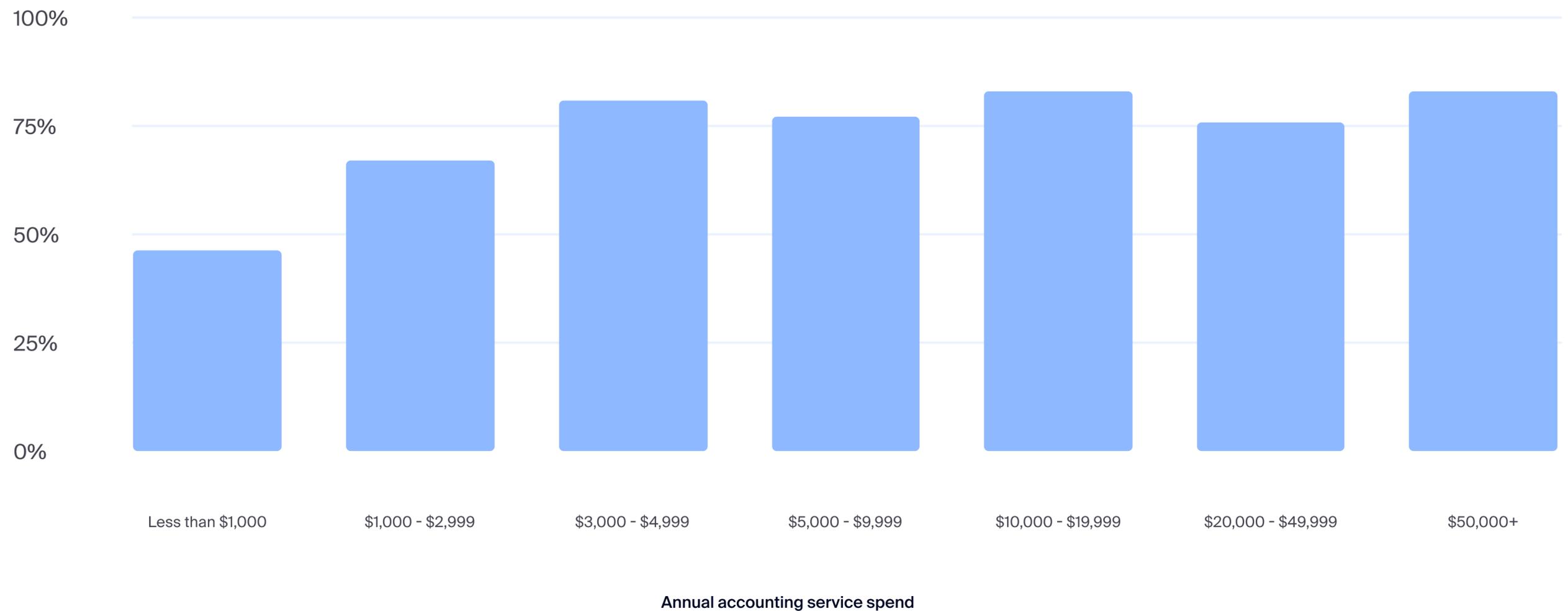
The sub-\$1000 cohort is evenly split – half value tech highly, the other half shrug it off. They also supply nearly a quarter of all 'not so important' or 'not at all important' responses. If your strategy is to phase out low-margin engagements, their indifference to technology provides a clean, objective filter for saying "no" and reallocating resources to clients who reward modern, automated service.

Exact numbers by spend cohort

For both the \$50,000+ and \$10,000-\$19,999 cohort, **83% said technology use is either 'very' or 'extremely' important** when considering whether or not to select an accountant. Followed by **81%** for the \$3,000-\$4,999 cohort, **77%** for \$5,000-\$9,999, **76%** for \$20,000-\$49,999, **67%** for \$1,000-\$2,999, and **46%** for <\$1,000.

When selecting an accountant, how important is the use of technology?

Percentage of businesses (segmented by annual spend) that say technology is either 'very' or 'extremely' important when choosing an accountant.





I acquire clients primarily through referrals from others... I understand the language of my clients, their work pressures, and also how fast-paced life can be for them.”



Liz Mannette
Owner | Tax Goals LLC and David Beck Tax

David Beck Tax

What 1,000 US taxpayers want from their accountants and tax preparers



A recent survey of 1,000 accounting clients found that 77% who said they're completely satisfied with their accountants reported that they're innovative in their use of technology.



[Get all the insights from the Client Satisfaction Report](#)

**It's not that you niche — it's how
you niche**



When the company decided to conduct overseas mergers and acquisitions, the tax accountants provided us with specific advice on cross-border tax compliance and helped us develop appropriate international tax planning.”

Research participant | annual revenue \$1M to \$4.9M

Restaurants & Hospitality | Paying in the \$3,000 to \$4,999 range

Complex problems and the \$1 million threshold

As businesses grow, naturally, the complexity of their needs grows as well. Specialization alone doesn't guarantee pricing power — solving high-stakes challenges does.

That's why mid-market and larger businesses crossing the \$1M revenue threshold become prime candidates for premium service tiers. They're dealing with complex systems, compliance risk, staffing demands, and growth decisions.

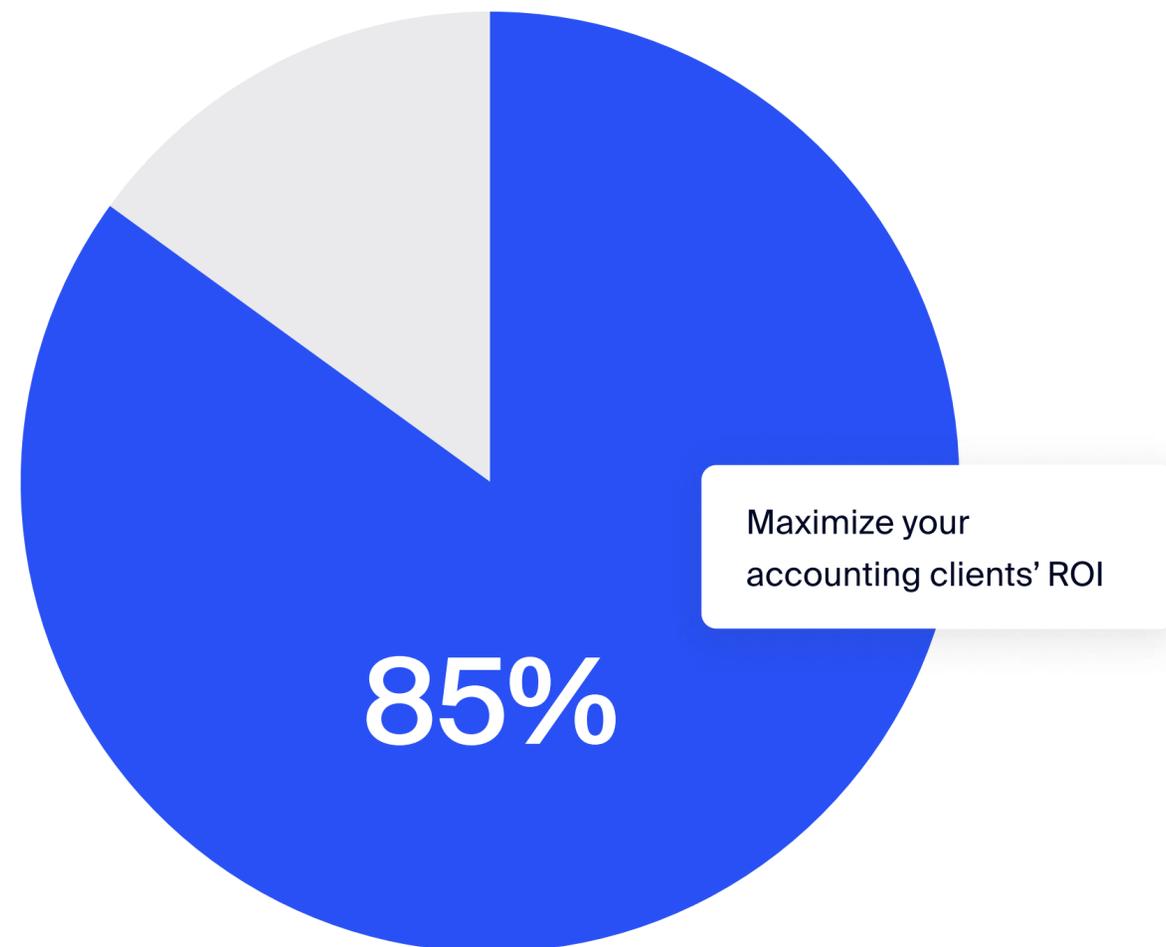
Consider this

Medium-sized companies with annual revenue between \$1M and \$9.9M increasingly pay more for niche services.

Large companies with annual revenue between \$10M and \$40M reported almost never paying for services costing less than \$5,000.

The \$1 million revenue threshold is where business accounting clients shift from price sensitivity to value sensitivity. Ensure your premium pricing reflects the value they expect at this level.

What are businesses paying more for? A boost to their bottom line.



Of businesses agree that saving money through tax strategies justifies higher fees

Tax planning leads primary service needs across niche industries

Which of the following ongoing, monthly services would you find most valuable from your accountant or bookkeeper?

Industry	Leading service needs	Secondary service needs	Tertiary service needs
Construction & Trades	Tax planning – 32%	Monthly financial reporting – 24%	Cash flow monitoring – 16%
Healthcare (e.g., medical, dental, wellness)	Monthly financial reporting – 32%	Tax planning – 18%	Budgeting & forecasting – 18%
Real Estate	Tax planning – 24%	Monthly financial reporting – 22%	Seasonal/year-end services – 18%
Restaurants & Hospitality	Budgeting & forecasting – 20%	Monthly financial reporting – 18%	Seasonal/year-end services – 18%
Retail & E-commerce	Tax planning – 24%	Monthly financial reporting – 22%	Budgeting & forecasting + Monthly advisory – 18% (tie)
Services (e.g., consulting, design, agencies)	Tax planning – 28%	Budgeting & forecasting – 19%	Monthly financial reporting – 16%
Technology (e.g., SaaS, software)	Budgeting & forecasting – 32%	Monthly advisory – 23%	Tax planning – 16%
Other (primarily manufacturing, finance, and auto)	Tax planning – 26%	Monthly financial reporting – 26%	Seasonal/year-end services – 20%

Maximize your business clients' ROI

With 85% of businesses agreeing that saving money through tax strategies justifies higher fees and the fact that most **industries find tax planning, budgeting & reporting, and monthly financial reporting to be the services they most value**, the message is clear: when your service generates measurable ROI and you can prove it, the higher price you charge is worth it to business clients.

Look for ways to help businesses with their financial reporting, save money through industry-specific write-offs and tax credits, optimize entity structures, and time expenses and income strategically to reduce their tax burden. Then, help them track increased profitability and discover ways to help them maximize the ROI on your niche services.



If you don't have a deep understanding of the products, brands, software, industry vendors, compliance, legal and more you simply won't be able to add value to these clients. Best is to price based on value and update engagement every 90 days. Your fee should grow with their growth and is based on size, revenues, number of verticals, number of entities, number of consolidations and any other complexity factors."



Andrew Hunzicker | CPA
CEO/Founder of Dope CFO Certified Advisors

Willingness to pay 50%+ more is mostly associated with:

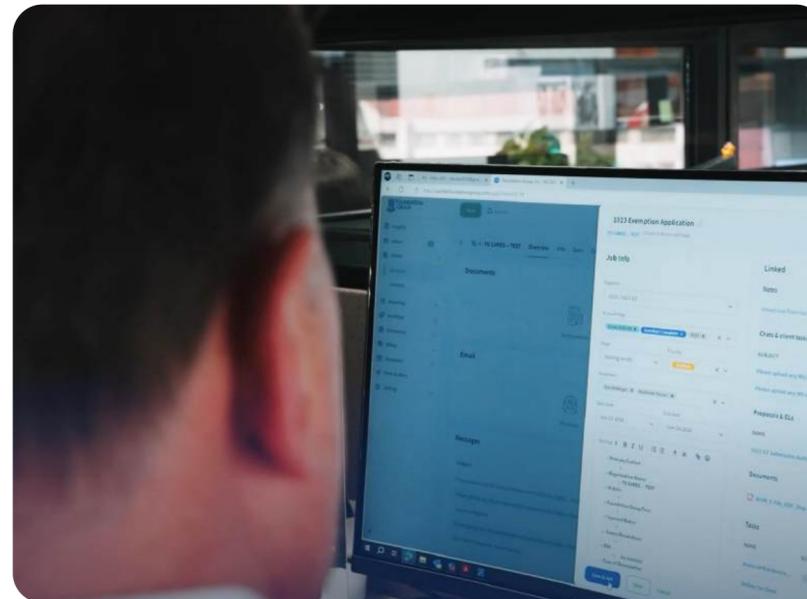
Financial reporting

Payroll compliance

Tracking profitability

Foundation Group: One niche, 30 years of non-profit growth

Foundation Group is a large firm headquartered in Tennessee, with a team of 50+ professionals and a client base that spans the globe. Specializing in nonprofit organizations, the firm supports over 3,000 clients with formation, compliance, and advisory services tailored to the complexities of the nonprofit sector.



Foundation Group didn't pivot into a niche — it was born from one. With a decades-long focus on nonprofit clients, the firm has built trust, pricing power, and a reputation for deep expertise that generalists can't replicate.



We had a large percentage of our clients that were nonprofits... [the owner] saw a niche there that wasn't being serviced and decided that he wanted to move forward... And so that's what we've done for the past twenty-seven years or so."



Andre Payne | Senior Compliance Specialist | Foundation Group

Foundation Group: One niche, 30 years of non-profit growth

The Foundation Group's deep niche commitment has transformed how the firm generates leads, earns trust, and prices its services fairly to both clients and the firm.

Growing businesses have to learn new information about their industry as they scale. But, when it comes to compliance, keeping finances in order, and saving money, there's less and less time for a learning curve – this is where a niche firm like Foundation Group's experience becomes increasingly valuable to business clients.



We've done this for thirty years. We've worked with 25,000 organizations. We have claims that no one else can make on that level of experience. And so, you know, we value ourselves and we charge accordingly."



Andre Payne | Senior Compliance Specialist | Foundation Group

Read more about Foundation Group and their journey



[Download case study](#)

Where niche opportunities live and what determines willingness to pay



We switched to a third-party industry specialist for our budgeting, and we saved so much money.”

Research participant | annual revenue over \$100M
Construction & Trades | Paying in the \$50,000+ range

Pain points that influence willingness to pay

Of the businesses asked in each industry who said they're willing to pay more for niche services, here are the percentages of those who said they'd pay 25%+ more and the problems that drive premium price acceptance.

Restaurants & Hospitality

31% ready to pay 25%+ more for a niche accountant

Key pain points reported by those ready to pay more:

- Financial reports
- Tracking profitability
- Invoicing & collecting
- Budgeting & forecasting
- Tax laws

Real Estate

24% ready to pay 25%+ more for a niche accountant

Key pain points reported by those ready to pay more:

- Financial reports
- Tax planning
- Managing cash flow
- Invoicing & collecting

Pain points that influence willingness to pay

Retail & E-commerce

22% ready to pay 25%+ more for a niche accountant

Key pain points reported by those ready to pay more:

- Tracking profitability
- Payroll
- Invoicing & collecting
- Budgeting & forecasting
- Access to capital

Services

22% ready to pay 25%+ more for a niche accountant

Key pain points reported by those ready to pay more:

- Understanding financial reports
- Tracking profitability
- Payroll compliance
- Software integration

Pain points that influence willingness to pay

Healthcare

20% ready to pay 25%+ more for a niche accountant

Key pain points reported by those ready to pay more:

- Financial reports
- Tax laws
- Managing cash flow
- Software integration
- Access to capital

Construction

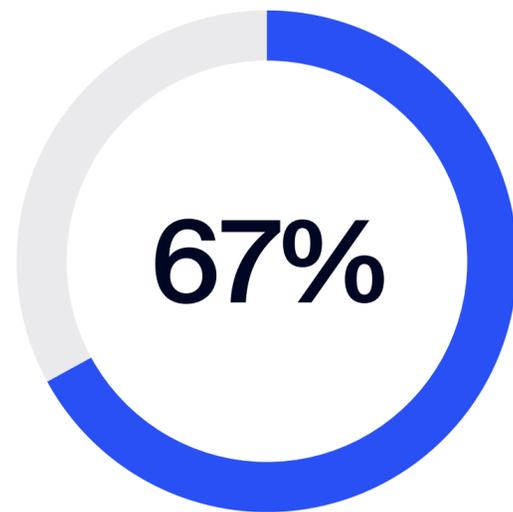
13% ready to pay 25%+ more for a niche accountant

Key pain points reported by those ready to pay more:

- Software integration
- Managing cash flow
- Improving profitability

An exceptional case in the services industry

The willingness to pay more to niche firms that address specific pain points is especially pronounced in the services industry. 67% of business decision makers here reported paying up to \$10,000 annually on accounting services.



67% of business decision makers in the services industry reported paying up to \$10,000 annually on accounting services

However, those in the services industry encountering the need for financial-reporting, profitability-tracking, or payroll-compliance indicated they're **twice as likely to pay 50% or more on top of their current fees.**

The takeaway here is that while the services industry is generally price sensitive, once you address their most painful points, price sensitivity softens significantly – driving home the fact that business clients significantly value niche services that specialize in serving their needs.

2x

50%+

Services industry clients are 2x as likely to pay 50%+ more on top of their current fees to niche accountants that address these pain points:

Financial-reporting

Profitability-tracking

Payroll-compliance

NeatBooks LLC: An unexpected niche in franchises

NeatBooks LLC is a larger mid-sized firm based in Florida, with a team of 20+ professionals. The firm specializes in serving franchise owners and currently supports over 250 clients.

For NeatBooks, the move from generalist to niche wasn't planned – it emerged from serving the right client at the right time. That decision changed how they grew.



In 2022 we had this ‘aha’ moment when we got a client, a referral, and he's a franchise owner... I realized that, oh my God, this is the niche. This is the business we need to get there... We have been growing, not like a lot of clients, because that's not our niche – we have grown more strategically... We help our clients grow because one client that has 10 entities might have 20 or might have 30. So that's how we grow.”



Olga Hurtado | Founder | NeatBooks LLC

Reaching new goals by growing with clients

It wasn't just about acquiring more clients. It was about growing with them. As NeatBooks doubled down on franchise owners, they also grew their impact — helping clients expand from 10 entities to 20 or even 30.

In 2024, NeatBooks hit major firm goals. They **increased revenue by 43%** and **grew their bottom line by 77%**. They're now focused on scaling with intention. What to find out how they're doing it? Read more in their case study.



[Our clients] are looking for a one-stop shop that can handle everything: their business entities, intercompany reconciliations, and personal finances. What truly sets a firm apart is deep industry knowledge and the ability to deliver reporting that's not only accurate, but tailored to how they actually run and analyze their business."



Sebastian Correa | Business Consulting Manager | NeatBooks LLC

Discover more about NeatBooks LLC's growth journey



[Download case study](#)

Business clients value instant understanding

This is where strategic packaging pays off. When you know which industries are willing to pay more, and why, you can build “pain-point accelerators” – highly targeted, high-impact offerings designed to address critical needs.

Business clients want someone who already understands their needs. Not only that, they need to know that the premium price they're paying comes with service where their needs are already known, anticipated ahead of time, and that their accounting professional will come ready with experience and an action plan on how to address the pain points.



When you're a specialist, you're someone who gets it from day one. You understand your clients' industry, know how to spot trends they can capitalise on, and flag pitfalls before they hit. You become the insider with insight. And when a client sees that kind of value, they don't question the price."



Jo Wood

Founder | The 6 Figure Bookkeeper

What should you “get” from day one?

- How their business model works
- The most common industry challenges
- The metrics that matter most
- Industry-specific tax issues
- Tools they already use
- Emerging trends in their industry

Takeaway

The best niche positioning isn't just about who you serve – it's about the problems you solve. Dovetail the problems you solve best with the niche that needs your services the most, and you'll have an easier time commanding a 10–25% pricing premium.

The growth funnel: How to build a firm that uses niche services to scale



My path to specialization was primarily one of self-fulfillment. Niche work requires independently mastering complex tax topics, setting and attaining goals, which is ultimately extremely gratifying—not despite, but because of—the immense effort invested... A tax specialist must also be a tax generalist. Every transaction and every client is at the nexus of a myriad of tax considerations. It's having knowledge that is both broad and deep that enables crafting unique solutions while dodging pitfalls.”



Bernard Reisz | Lead Strategist | ReSure
Tax Tactics and Strategies LLC



Designing a firm that grows with your clients

To win long-term, high-value clients, don't wait for them to find you as a niche firm — build a funnel that brings them in early and sets them up to grow alongside you.

It starts with offering generalist services that are approachable for early-stage businesses: basic bookkeeping, tax prep, or monthly compliance. These are entry points — not endpoints.

As these businesses grow, financial reporting becomes more nuanced, strategic guidance becomes more valuable, and clients start looking for partners who understand the specifics of their industry. That's your opportunity to transition them into higher-value services.

Think of this less as upselling and more as lifecycle alignment. When your services evolve with your clients, you don't just retain them longer — you earn more as their complexity and revenue increases.



We speak [our clients'] language and demonstrate that we have them covered. That, along with our extensive knowledge of business ownership, information technology, and Fortune 500 corporate experience, allows them to justify the premium investment in their business.”



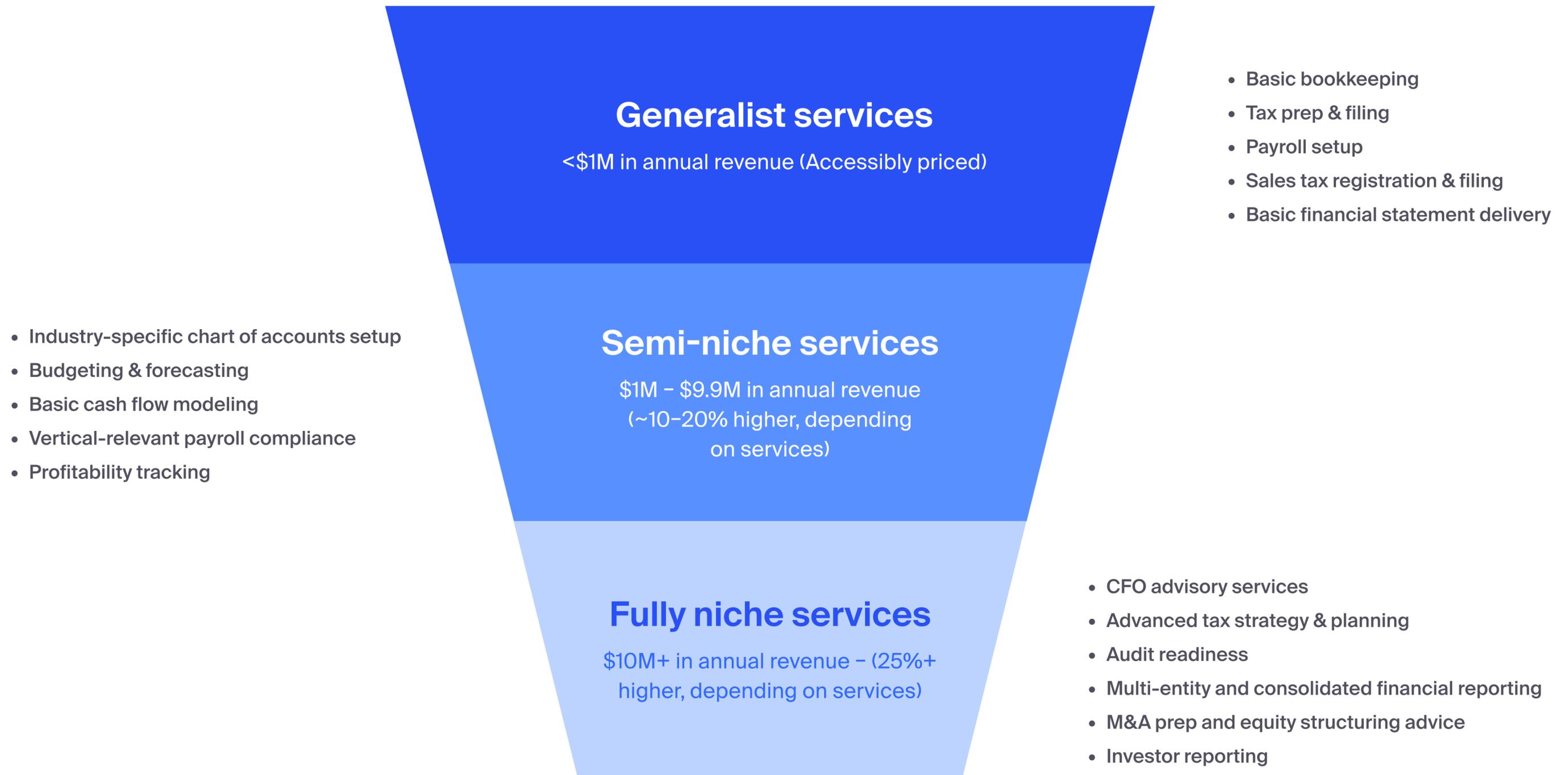
Tony Proctor

Principal | Proctor & Assocs. TBS, Inc.

The three tiers of business accounting:

- **Generalist:** entry-level support — priced for accessibility
- **Semi-niche:** some industry specialization — priced ~10–20% higher
- **Fully niche:** deep, strategic services — priced 25%+ higher

The niche growth funnel – visualized





Specialization is the next level! AI will handle data prep and compliance, so firms that focus on advisory—like fractional CFO services for six-figure businesses, NIL strategies for athletes, or industry-specific M&A will dominate the market.”



Tony Proctor | EA
Principal Proctor & Assocs. TBS, Inc.



Siebert & Associates, CPAs: A unique healthcare niche

Siebert & Associates, CPAs is a mid-sized firm based in Ohio with a team of 10 professionals. The firm specializes in serving veterinarians, dentists, and physicians, and currently supports more than 1,000 clients with tax, advisory, and valuation services built for the unique needs of healthcare practitioners.

Siebert & Associates defines its niche by similar business models. While dentists and veterinarians may seem to only share a loose medical commonality, John Siebert points out there's more to it than that.



The Ohio-based firm has long focused on dentists, veterinarians, and physicians — not just because of their professions, but because of how they operate. That operational understanding forms the foundation of their most popular service tier — an advisory-level relationship designed around quarterly projections, year-end planning, and industry benchmarks.



While what they do [dentists and veterinarians] is different, how they run their businesses is virtually the same to the point where when we do benchmarking for these practices, we're actually benchmarking against similar line items on the financial statement and metrics."



John Siebert

Owner | Siebert & Associates, CPAs



“I'm adding business valuation services so that we can help practices prepare for the inevitable. When you sell, we want to be able to maximize their value. And while there's a lot of inertia in tax planning, if we're going to affect your tax bill, we've got to do things before the end of the year.”



John Siebert
Owner | Siebert & Associates, CPAs



Discover more about Siebert & Associates, CPAs niche and how they're growing



[Download case study](#)

Are you prepared to meet the specialized needs of your business clients and grow alongside them?

Instead of losing business accounting clients when they hit \$1M+ in revenue, what if you were equipped to grow alongside them, deliver the premium client experience they expect, and capture the fees they're willing to pay for specialized expertise?

As firms scale, they often cobble together multiple platforms, creating a fragmented experience that sophisticated clients notice and premium-paying businesses won't tolerate.

The TaxDome difference

TaxDome provides a unified client experience, SOC 2 audited bank level security and end-to-end workflows that growing firms need to scale confidently.

Whether you lead a 100+ staff firm that works with businesses generating \$40M in annual revenue, or serve Main Street businesses in your hometown, TaxDome is the only platform that's built for tax, bookkeeping and accounting firms at every stage of their growth journey.

How is TaxDome built for every type of firm?

We built TaxDome by listening to our users' needs and making it customizable – we know that no two firms' needs are exactly the same. So, as you grow and scale, the ever-expanding capabilities of TaxDome continuously reveal themselves and meet your needs at every step of your journey.



Whether you're running a large firm or just starting your business, TaxDome is built to grow with you. We designed it to be powerful enough for complex business clients – from mom-and-pop operations managing multiple LLCs to large enterprises – and easy enough for them to use. The result is happy clients who stay with you as they grow."



Ilya Radzinsky

Co-founder | Chief Product Officer

“

Rapidly growing businesses in the \$1 to \$10 million revenue range, are not only more likely to hire niche accountants, it's an absolute necessity.”



Andrew Hunzicker
CPA | CEO/Founder, Dope CFO Certified Advisors

DOPE CFO®

Built for today. Built for tomorrow. Built for you.

How can TaxDome help you retain business clients as they grow and offer them the niche services they'll pay more for?

[Contact sales](#) →

Get live answers to all your questions.

