

## VISIT : [SJ MENTORSHIP GROUP](#)

Here is a **complete step-by-step guide** for **setting up a Foreign Accounting Outsourcing Firm** from India — perfect for CAs and accountants looking to serve **global clients (US, UK, AUS, Canada)** remotely and earn in USD:

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### **How to Set Up a Foreign Accounting Outsourcing Firm (From India)**

**Objective:** Offer bookkeeping, accounting, payroll, and compliance support to foreign clients while operating from India.

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#### ◆ **Step 1: Build Your Technical Foundation**

##### ✓ **Skills You Must Master:**

- **QuickBooks Online, Xero, Zoho Books (Global)**
- **Basics of US GAAP, IFRS, UK/AUS accounting**
- **Tools like Hubdoc, Dext, Gusto, Stripe, PayPal**
- **Google Workspace / Zoom / Slack / Notion**

##### ✓ **Certifications to Add Credibility:**

- **QuickBooks ProAdvisor Certification**
  - **Xero Advisor Certification**
  - **Enrolled Agent (optional for US tax)**
  - **SJ Mentorship Foreign Accounting Course (for practical training + templates)**
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#### ◆ **Step 2: Legal Setup in India**

##### **Entity Options:**

Entity Type	Recommended For
Sole Proprietorship	Solo freelancers starting small
Partnership / LLP	Two or more CAs/founders
Private Limited	Scalable business with branding, teams, tax benefits

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### ✓ Other Formalities:

- Register with **MCA** (for LLP/Pvt Ltd)
  - Get **PAN, GST**, and **IEC (for cross-border services)**
  - Open **bank account + PayPal / Wise / Stripe** for receiving payments
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## ◆ Step 3: Design Your Service Offerings

### 📁 Suggested Service Packages:

1. **Bookkeeping (Monthly)**  
QBO/Xero entries, bank recon, invoicing, reports
2. **Clean-up Projects**  
Catch-up books for 3/6/12 months for tax filing
3. **Tax Support** (if trained)  
US 1040/1120, UK Self-Assessment, VAT returns
4. **Payroll Processing**  
Via Gusto / ADP / Paychex / BrightPay
5. **Virtual CFO or Controller Services**

💵 Price in **USD**: Start from **\$300–\$2000+ per client per month**

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## ◆ Step 4: Client Acquisition Strategy

### 🌐 Online Outreach:

- **LinkedIn Optimization**: Post case studies, testimonials, value tips
- **Cold Emailing**: Target CPAs, small business owners, eCom sellers
- **Upwork / Freelancer / PeoplePerHour** profiles
- **CPA Directories**: Reach out with a partnership proposal

### 🔑 Tools for Lead Gen:

- Apollo.io / Instantly.ai (for email outreach)
  - Calendly (for discovery calls)
  - Grammarly + ChatGPT (for email copy & responses)
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### ◆ Step 5: Operations & Delivery Setup

#### Tools to Use:

- **Google Workspace** – email, drive, docs
- **ClickUp / Notion / Trello** – task tracking
- **Zoom / Loom** – client calls & SOPs
- **Password Management** – Zoho Vault, LastPass
- **File Sharing** – Dropbox / Google Drive

#### Security Must-Haves:

- NDAs & Data Protection Policy
  - Use VPN for sensitive logins
  - Limit team access via role-based controls
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### ◆ Step 6: Build Your Team (Optional in Phase 2)

Start with freelancers or part-time staff:

- Junior accountants
- Reviewers
- Client relationship managers
- Virtual assistants

Train them in tools and processes using your SOPs and templates.

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### ◆ Step 7: Scale & Grow

#### Growth Ideas:

- Build strategic alliances with **US CPA firms**
- Start **LinkedIn Ads or Email Campaigns**
- Host **Webinars** for foreign business owners
- Add **value content** regularly to your LinkedIn/website

#### Long-Term Vision:

- Register US entity (optional for trust-building)



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- Onboard 20–30 recurring clients
  - Build a team of 5–15 and systemize delivery
  - Earn ₹5–10 Crore annually from foreign clients
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### 💬 Real Example:

"CA Ritesh from Gujarat started solo in 2022 with one UK client. Now runs a 7-member team, serving 15+ clients from US/UK, and earns over ₹2 Cr annually — all from a small town."

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### 📞 Need Help Getting Started?

You can:

- Enroll in **SJ Mentorship Foreign Accounting Course**
- Get access to:
  - ✓ SOPs
  - ✓ Client Onboarding Templates
  - ✓ Email Scripts
  - ✓ CPA Databases
  - ✓ Software Training

📞 Contact: **9990884145** or [sjmentorshipgroup@gmail.com](mailto:sjmentorshipgroup@gmail.com)

🌐 Visit: [www.sjmentorship.com](http://www.sjmentorship.com)

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