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Here's a **comprehensive explanation** of how **Indian Chartered Accountants (CAs) are earning in USD** by handling **bookkeeping and tax services for US clients** — with models, real examples, and actionable insights:

How Indian CAs Earn in USD: Bookkeeping & US Tax Services

◆ **1. Direct Outsourcing from US Businesses**

What it is:

US-based small businesses, startups, and eCommerce sellers directly hire Indian CAs as their virtual accountants or bookkeepers.

Services Offered:

- Bookkeeping in **QuickBooks Online / Xero**
- Monthly financial reports
- Accounts receivable & payable management
- Payroll processing (via Gusto, ADP)
- Bank and credit card reconciliations

How to Start:

- Build a professional LinkedIn profile
- Use freelance platforms (Upwork, Fiverr)
- Reach out via cold emails or LinkedIn DMs

Earning Potential:

\$ 500–2000 per client per month depending on scope and complexity

◆ **2. Working with US CPA Firms as Offshore Partners**

What it is:

Indian CAs act as backend teams for US CPA firms who outsource their routine accounting, tax returns, and reconciliations.

Services Offered:

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- Bookkeeping & write-ups
- US Individual Tax (Form 1040)
- US Business Tax (Forms 1120, 1065)
- Sales Tax, Payroll, and Franchise Tax support

Tools Used:

- Drake, Lacerte, UltraTax (for tax)
- QuickBooks Desktop via cloud
- Secure file-sharing portals

Earning Potential:

\$ 10–20 per hour or fixed packages (₹75,000–₹2,00,000+ per month depending on volume)

◆ 3. Setting Up Their Own Outsourcing Firms

What it is:

Experienced CAs start their own **foreign accounting outsourcing firm**, hire a team, and serve multiple global clients.

Key Requirements:

- Proper team (accountants, reviewers)
- Website & branding
- Secure systems (data privacy, VPN, Zoho Vault, etc.)

Clients Acquired From:

- LinkedIn
- CPA websites
- Cold outreach
- Referrals

Earning Potential:

\$ 1–5 Crores+ per year depending on client base and team size
(Some Ahmedabad and Mumbai firms are already doing this!)

◆ 4. Freelancing & Consulting

What it is:

Individual CAs provide hourly or project-based freelance services globally.

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Platforms to Use:

- Upwork, Freelancer, PeoplePerHour
- Toptal, CloudPeeps (for premium)
- LinkedIn & Reddit forums

Projects May Include:

- Setting up QuickBooks accounts
- Migrating books from Excel to Xero
- Monthly clean-up projects

Earning Potential:

\$ 25–100 per hour for experienced freelancers

◆ 5. Remote Jobs with US Companies

What it is:

Some US firms offer full-time remote jobs to Indian professionals (W2 equivalent or contractor model)

Benefits:

- Monthly USD salary
- Work-from-home
- Flexible timing (partial overlap)

Sources to Apply:

- LinkedIn
- WeWorkRemotely
- AngelList, Dynamite Jobs

Salary Range:

\$ 1200–3000/month depending on experience and role

Case Study Example

CA Rohan (Ahmedabad):

Started as freelancer in 2021 → built a 10-member team → now serves 8+ US clients → earns ₹8–10 Lakhs/month in USD.

CA Priya (Delhi):

Cleared EA (Enrolled Agent) exam → provides 1040 filing services to NRI clients in the US → earns ₹3–5 Lakhs/month in tax season.

Skills You Must Learn:


- QuickBooks Online, Xero, Zoho Books (International)
 - US Tax Basics: 1040, 1065, 1120, Sales Tax
 - Tools: Gusto, Hubdoc, Dext, AutoEntry
 - Communication: Email etiquette, Zoom calls
 - Lead Generation: LinkedIn, cold emails, CPAdirectory.com
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Want to Start?

You can join a **Foreign Accounting Outsourcing Practice Course** that teaches:

- Tools like QuickBooks & Xero
- How to get clients
- Scripts & templates
- CPA databases

 Visit: sjmentorship.com

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