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National Association of Tax Professionals releases key data from 2023 Fee Study
Prices increase, firm size shrinks and returns become more complex, according to study

APPLETON, Wis. (Aug. 11, 2023) – The National Association of Tax Professionals (NATP) released its highly anticipated 2023 Fee Study, providing key data for tax firm owners to assist with pricing and structuring their business.

The study, based on information gathered from members across the country, offers insights into how firms structure their pricing, including per-form, per-hour and other methods. Additionally, it includes data on tax office staffing, when the majority of revenue is earned, the most profitable services, types of payments accepted and the frequency of fee increases.

Tom O'Saben, the director of Tax Content and Government Relations at NATP, emphasizes the significance of the study.

"This study provides tax pros with a benchmark of not only what to charge their clients for returns, but also a feeling of where they might stand in a marketplace, regionally and nationally," O'Saben said.

In addition to pricing information, the study also sheds light on other aspects of the tax preparation industry. Jennifer Van Elzen, the director of Member Relations and Analytics at NATP, highlights the importance of these insights, stating, "It's also interesting to see things that aren't directly connected to fees like size of practice, how employees are trained and marketing efforts. It's a great snapshot of general practice in the tax preparation community at this very moment."

NATP has been conducting fee studies since the early 2000s, continuously incorporating current trends and expanding the scope of details. This year's study includes key findings such as tax professionals increasing their pricing across the board. Additionally, it provides valuable business information, including average salary rates, staff count and types of staff.

NATP members have exclusive access to this [comprehensive study](#) to give their firm a competitive advantage.

To further assist members in using the study's findings, NATP is offering a [free webinar](#) exclusively for its members. This webinar will guide tax professionals on how to apply the study's insights directly to their practice, helping them optimize their services and enhance their business strategies.



To view the full fee study or speak with someone about its findings, please contact [Samantha Strong](#) or [Nancy Kasten](#).

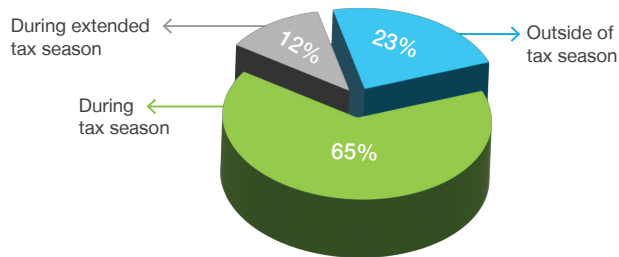
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About NATP: The [National Association of Tax Professionals \(NATP\)](#) is the largest association dedicated to equipping tax professionals with the resources, connections and education they need to provide the highest level of service to their clients. 23,000 members rely on NATP to deliver professional connections, content expertise and advocacy that provides them with the support they need to best serve their clients. The NATP headquarters is in Appleton, Wis. To learn more, visit www.natptax.com.

Looking for a tax expert? Tom O'Saben, EA, director of tax content and government relations at the National Association of Tax Professionals (NATP), is available for phone or video interviews to discuss federal tax topics including tax law change and its implications, taxpayer issues, tax preparer regulation and more. To schedule an interview with O'Saben, contact sstrong@natptax.com or nkasten@natptax.com.

NATP™ 2023 Fee Study Survey Results

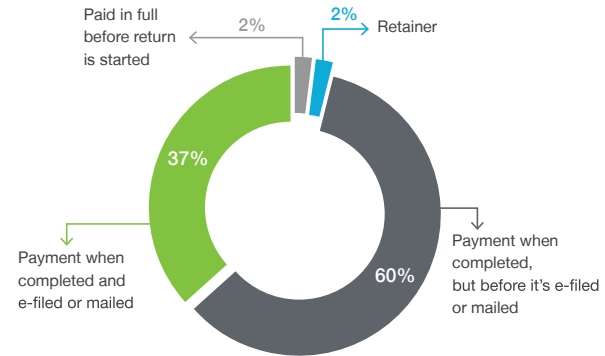
When gross revenue is earned



Majority of tax professionals increase their fees

once a year **49%**
or
every two years **28%**

Payment for services



Reason work went unbilled last year

36% of respondents indicated they billed the client but didn't receive payment

Gross revenue by services offered

Service	2023
Tax preparation (amending previous tax returns, filing a paper return)	70%
Tax planning & projections (calculating W-4 withholdings, estimated tax projections, reviewing returns prepared by someone else, tax consulting, tax reform consulting)	5%
IRS resolution/audit assistance (tax examination protection and representation)	3%
Financial planning	2%
Payroll taxes	4%
Bookkeeping/monthly accounting	12%
Business consulting/strategic advisory	3%
Other	2%

Method for pricing tax prep services

Individual



Business



Fiduciary



■ Other
■ Set dollar rate per hour
■ Minimum fee plus cost based on complexity of return
■ Set fee for each form and schedule

For complete survey results, contact Samantha Strong at sstrong@natptax.com