

# Stay in control of cash flow

## Billing practices to keep your accounting firm's revenue steady in 2026

Looking for **steadier cash flow** without adding more admin work?

These **smart billing habits** can help your firm get paid faster and keep invoices flowing throughout the year.

### Start with clear expectations

The way you handle billing during onboarding shapes your entire client relationship. Set the tone from day one by:

- Explaining how and when you bill, what payment methods you accept, and how late payments are handled
- Sharing upfront estimates or fee ranges whenever possible
- Defining scope and timelines in your proposal and engagement letter

### Invoice with confidence

An invoice is more than a bill—it's a reflection of your firm's professionalism. Strengthen trust and speed up payments by:

- Recording time and expenses as work happens to ensure accuracy
- Using itemized entries so clients understand exactly what they're paying for
- Reviewing invoices before sending to catch errors or duplicates

### Make payments effortless

How clients pay is just as important as when they pay.

Keep cash flowing and clients happy by:

- Offering multiple digital payment methods with mobile-friendly invoices and quick payment links
- Setting up recurring or scheduled payments for ongoing work
- Sending friendly, automated reminders so invoices don't get overlooked

For more billing best practices to boost cash flow, read the full 8am™ CPACHarge article:

[CPA billing practices: How to build trust and boost cash flow](#)