

Stay in control of cash flow

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

8amTMCPACharge

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 8amTMCPACharge article:

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