

GLOBAL HIRING THROUGH AN EOR Drives Revenue and Marketability for CPA Firms



“One of the most profitable and effective decisions I've made working for CPA and finance firms was to expand employment internationally. Now a leader in the global recruitment space, I'm on a mission to show businesses how to maximize growth with innovative yet seamless employer of record (EOR) solutions.”

Tim Cottrell | Co-founder and Global Advisor, IsoTalent

CASE 1: HYBRID CPA FIRM

Established Mexico office with my partners at a small U.S. based CPA firm.

FTE Employees: 1 tax specialist, 3 auditors

RESULTS

Salary arbitrage - Increased billing to 10x for hours for MX office. (Average for U.S. hours was 3x or 4x)

- Increased retention and diversity of skillsets; high competency and expertise
- Increased CPA's valuation for eventual acquisition

CASE 2: LATAM EXPANSION

Established various offices throughout LATAM, Asia, and Europe on behalf of a client.

FTE Employees: 60 across compliance, analysis, and special projects

RESULTS

Salary arbitrage - Increased billing to 10x for hours for MX office. (Average for U.S. hours was 3x or 4x)

- Increased retention and diversity of skillsets; high competency and expertise
- Increased CPA's valuation for eventual acquisition

CASE 3: ISOTALENT'S GLOBAL EMPLOYER OF RECORD

Built global EOR function to establish industry's only full-service solution to recruit and legally employ on a client's behalf.

FTE Employees: Clients can hire any professional in over 150 countries

RESULTS FOR CLIENTS

- Range of cost savings based on country and position type
- Access to niche markets; expansion of diverse team skillsets
- Potential for increased profitability and valuation

INSIGHTS TO EXPAND YOUR CPA'S GROWTH AND PROFITABILITY.



USE AN EMPLOYER OF RECORD TO SCALE INCREMENTALLY

Start with seamless hiring for 1 non client-facing role; track and measure results; then add and diversify.



BE STRATEGIC WITH ROLES

Focus on Compliance, Special Projects, and Analysis to complement deep U.S. tax expertise.



INVEST IN HYBRID SUCCESS

Include, engage, and educate your international teams. Make these outcomes part of your U.S. team's annual goals.

Curious about how global employment can help your team?

Schedule a call with our advisors. www.isotalent.com/contact-us | (877) 619-3486