

**How National Tax Training School
helped Rebecca Heid establish
a million-dollar
tax preparation business**



background

A NEW POSITION

In 2004, Rebecca Heid's company restructured and her management position at a top Swiss company was made redundant. As an American expat married to a Swiss man, she began looking into other opportunities that would allow them to stay in Switzerland. With an MBA in chemical engineering, the job field was open to her... until she realized that she was expecting a baby.

At that point, she decided to shift gears. She started to look into fields that would allow her self-employment and a flexible schedule, top priorities for a new mother.

Knowing what a hard time she had each year finding someone in Switzerland who could file her American taxes, she decided to look into tax preparation. During an online search, she came across National Tax Training School and was impressed with the foundation they offered. She enrolled in the course and completed her training a few short weeks before her baby was born in January--just in time for her to throw herself into her first tax season.

A year later, with that first tax season behind her, she took the advanced course, and shortly after became a licensed enrolled agent.

the next step

GROWTH

Rebecca focused on her niche market: American expats living in Europe. At first, she offered home visits, but as the business grew through the referrals of happy clients, she found herself busier and busier.

In 2010, Rebecca moved her firm, [American Income Tax](#), out of her home office and into a proper space of its own. She also hired additional staff. While some came with a background in taxation, others did not, and Rebecca enrolled them in National Tax Training School.

“It’s a good foundation in taxation. One of my employees was an auditor years ago, and when she was an accountant, she hated taxes. But she was attracted to the field of tax preparation because of the flexibility it offered, and now loves it. She had to take a refresher, so she took the National Tax Training course and earned her EA license, which is a requirement for everyone on my team.”

today ON SOLID GROUND

Today, Rebecca has nine employees, and her firm is generating a million dollars in revenue each year. While her business files American returns, they have formed partnerships with Swiss and other European tax firms.

“This way, we can be a one-stop shop for our clients. They upload all the documents and choose which one of our partners they want to use. Switzerland has 26 different tax returns, one for every canton (which is like a state) so there's no single Swiss tax preparer that knows the rules in every single canton. That's why we have partners all around Switzerland.”

She's grateful that she discovered this field and all that it had to offer.

*“For somebody that wants to be self-employed, I don't think there is a better business you can do, and National Tax Training School is a great way to start. I definitely recommend everyone that takes the basic course also take the advanced course. **You can never know too much when it comes to U.S. taxes.**”*