



# Explore Your Career as QuickBooks Accounting Professional in 2021



## iLead Tax Academy

India's 1st USA Tax Academy - Producing Real Time Tax Accounting Xperts



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# Our 3 **QBO** Learnings

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- Part **1** – About QuickBooks
- Part **2** – About QuickBooks ProAdvisor
- Part **3** – About QuickBooks ProAdvisor Certification

# Part 1

# About QuickBooks

*Nanda Kumar K V, EA CPB*

# #1: Why an Accounting Software?

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## Benefits Of Accounting Software



Optimized Business Operations



Customization



Ease Of Use



Cloud Computing



Communication Between Departments



Reports



Secured Database



Simplified Tax Compliance



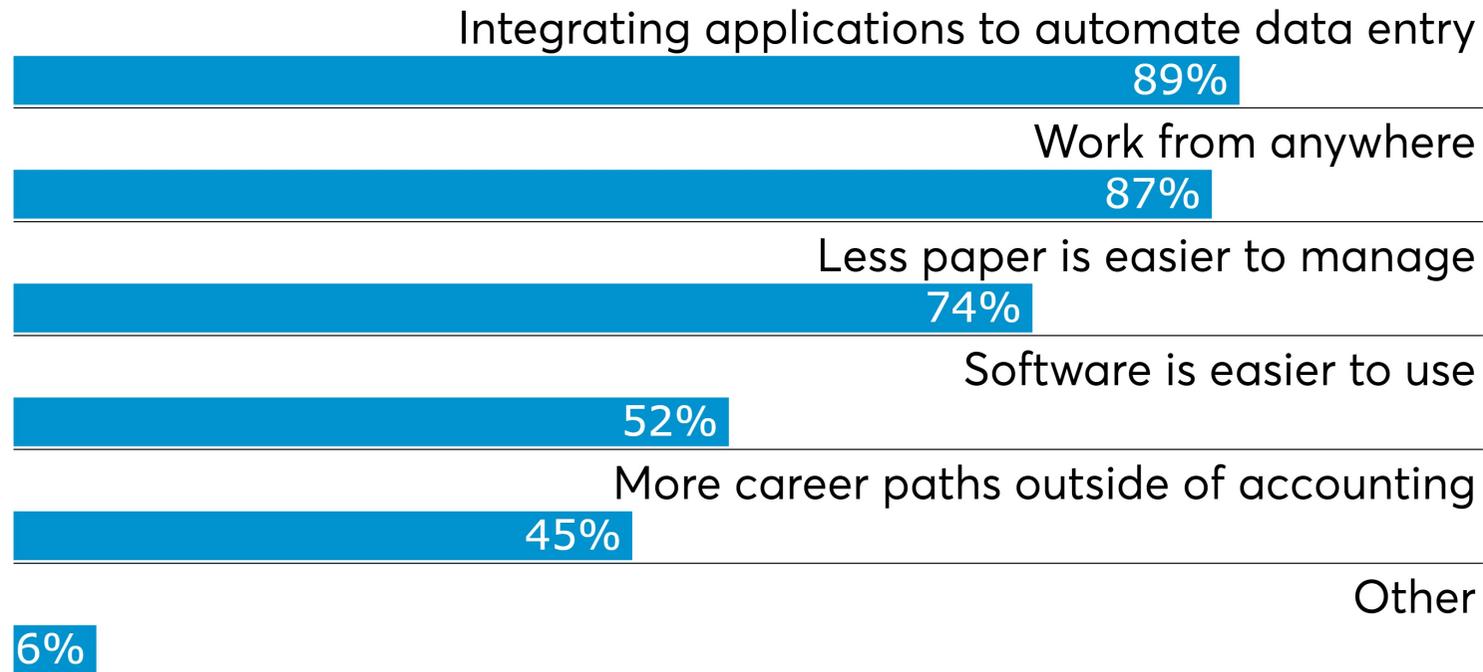
Automated Record Keeping



Reduced Operational Cost

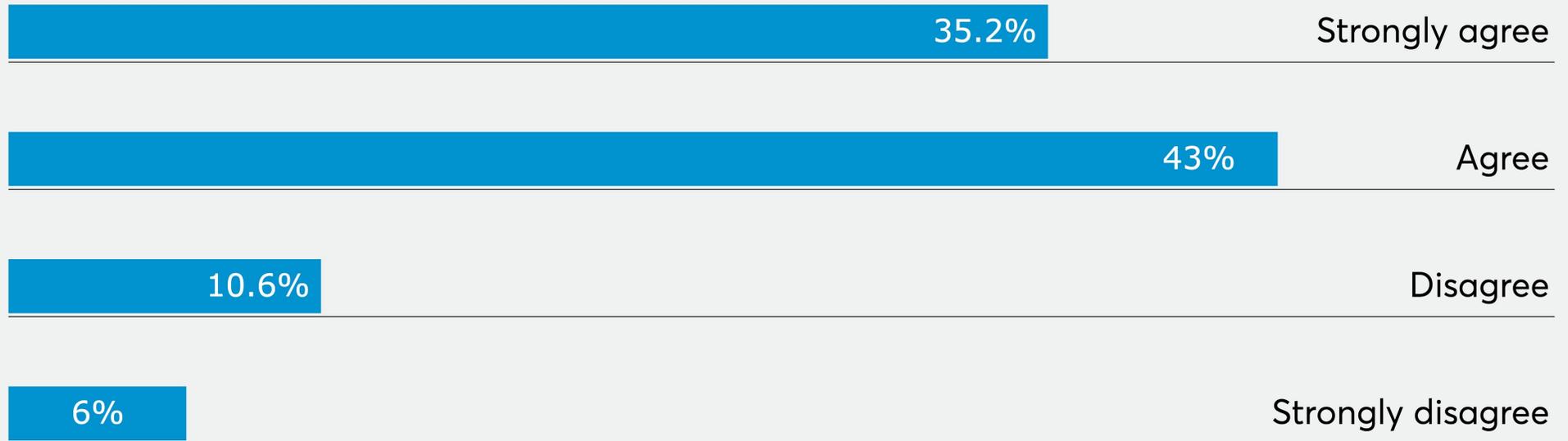
# Positive impacts of technology

Accounting professionals see benefits from the cloud

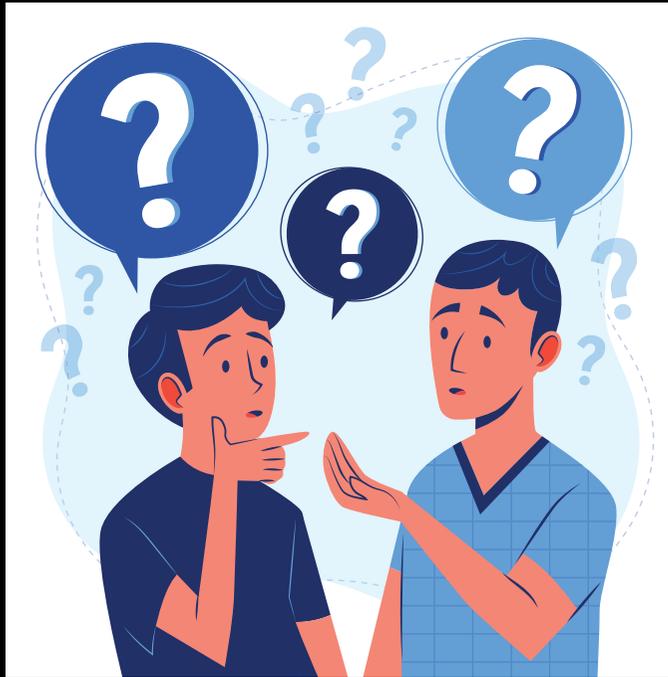


Source: FloQast

# New tech will make my job less stressful during COVID-19



Source: AvidXchange



## #2: What is QuickBooks?

- QuickBooks is an [accounting software](#) package developed and marketed by [Intuit](#).
- QuickBooks products are geared mainly toward [small and medium-sized businesses](#) and offer [on-premises](#) accounting applications as well as [cloud-based versions](#) that accept business payments, manage and pay bills, and payroll functions.
- QuickBooks is an accounting software used globally.
- QuickBooks is used to manage income and expenses and keep track of the financial health of their business.
- QuickBooks is used for invoicing customers, paying bills, generating reports, and preparing taxes.
- The QuickBooks product line includes several solutions that work great for anyone, from a freelancer to midsized business.

 Zoho Books



 NETSUITE

 FRESHBOOKS  
cloud accounting

 intuit  
quickbooks.

 ProfitBooks

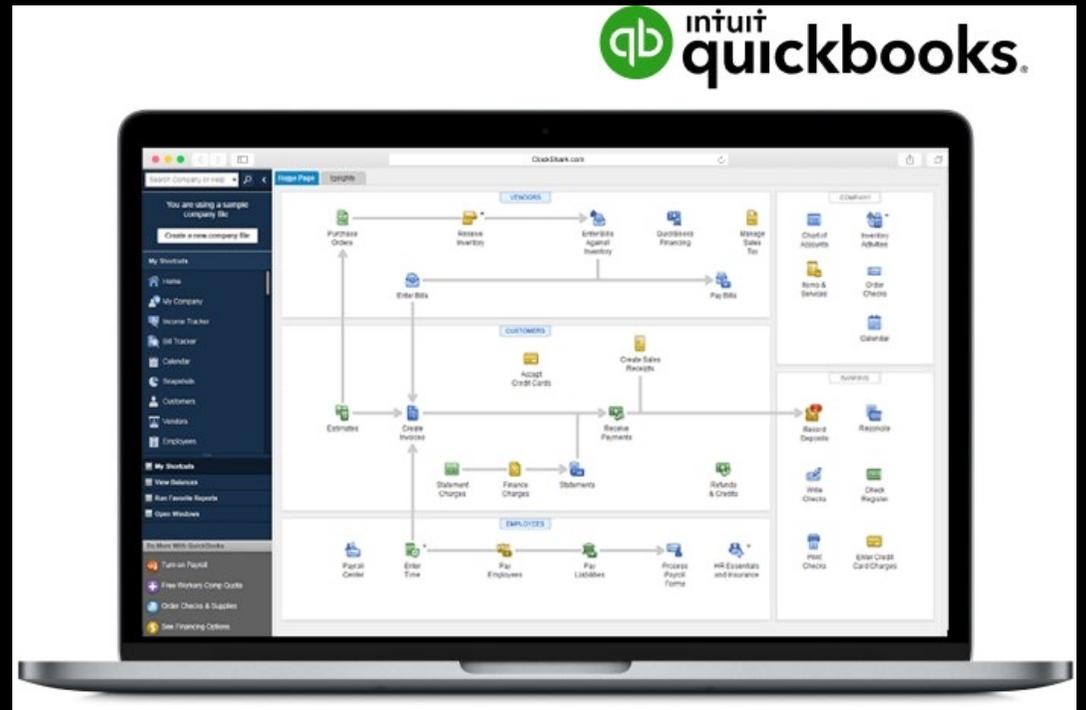
 Bill.com®

 SAP®

 ClearBooks

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# #3: Why QuickBooks?



# Some Facts to Know about QuickBooks

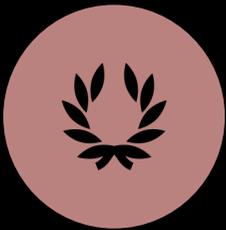
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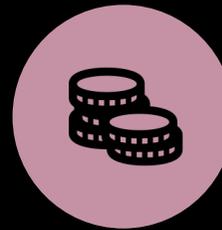
QuickBooks is an online accounting solution for small businesses and accountants, with over **4.5 million customers**



QuickBooks Online subscribers totaled 3.2 million in the US and 1.3 million internationally.



QuickBooks Self-Employed subscribers topped 1 million.



QuickBooks Capital has funded \$441 million in cumulative loans in less than 2 years.

## SMALL BUSINESS & SELF-EMPLOYED

COUNTRY	FY'19 QBO SUBS	QBO SUBS GROWTH
<b>U.S.</b>	3.3M	25%
<b>U.K.</b>	545k	78%
<b>Canada</b>	315k	48%
<b>Australia</b>	224k	39%
<b>Brazil</b>	59k	47%
<b>France</b>	23k	143%
<b>India</b>	48k	42%
<b>Rest of World</b>	72k	33%
<b>Total</b>	<b>4.5M</b>	<b>33%</b>

# Best Accounting Software for Accountants & Small Businesses / Corporations



Survey by Capterra

	 <b>intuit quickbooks.</b>	 <b>FRESHBOOKS</b> cloud accounting	 <b>wave</b>	 <b>ZOHO</b> Books	 <b>freeagent</b>	 <b>kashoo</b>
User rating	4.5/5	4.5/5	4.5/5	4.5/5	4.5/5	4.5/5
Ease-of-use rating	4.5/5	4.5/5	4.5/5	4.5/5	4.5/5	4.5/5
Starting price	\$25/month	\$15/month	Free	\$9/month	\$24/month	\$19.95/month
iOS app rating	4.7/5	4.8/5	4.6/5	4.7/5	4.7/5	4.3/5

# History of Intuit QuickBooks

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Intuit was founded in 1983 by [Scott Cook](#) and [Tom Proulx](#) in [Mountain View, California, USA](#).

In May 2002 Intuit launched QuickBooks Enterprise Solutions for medium-sized businesses.

Intuit also offers a cloud service called QuickBooks Online (QBO).

The user pays a monthly subscription fee rather than an upfront fee and accesses the software exclusively through a secure logon via a Web browser.

Intuit provides patches, and regularly upgrades the software automatically, but also includes pop-up ads within the application for additional paid services.

Launched in India in 2012, QuickBooks Online has been helping small businesses in the country prosper by making more money, eliminating work and being more confident in financial decisions.

# Total QuickBooks Paying Customers

QBO, DESKTOP SUBS, DESKTOP UNITS BY FY



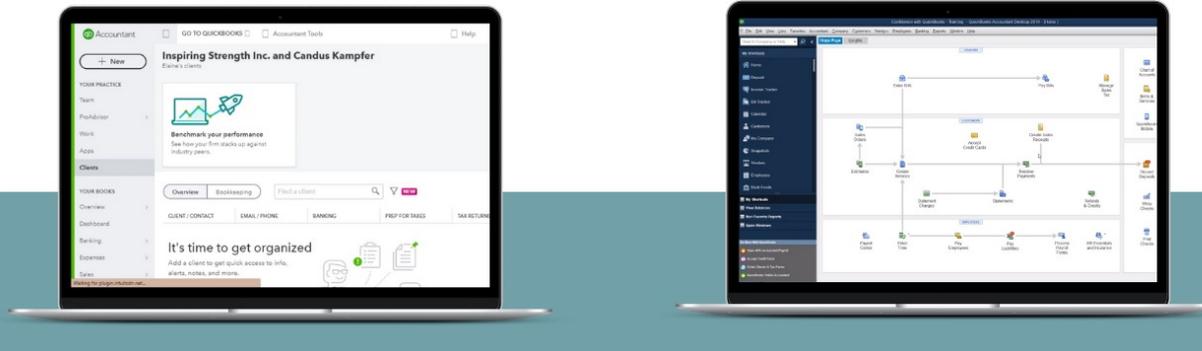
	FY'14	FY'15	FY'16	FY'17	FY'18	FY'19
Total net adds (M)		0.2	0.5	0.8	0.9	1.2
QBO subs (000s)		1,075	1,513	2,383	3,412	4,536
Desktop units (000s)		882	956	881	749	763
Desktop subs (000s)		318	326	356	385	413



# QuickBooks

## Online vs Desktop

Which one is right for you...



### #4: Which One is Best to Learn or Use?

QuickBooks Online (33 Million Users) Vs QuickBooks Desktop (8 Million Users)



QuickBooks Online is cloud-based and can be accessed anywhere at anytime.



QuickBooks Desktop is locally installed onto a laptop or computer.

QuickBooks Online has more automations.

QuickBooks Desktop has more features.

QuickBooks Online is easier to learn and use.

QuickBooks Desktop has a steep learning curve.

QuickBooks Online has monthly subscription pricing.

QuickBooks Desktop requires a license or yearly subscription.



VS



- Installs on Computer
- No need for Internet Connection
- Can only use from 1 device
- One-Time Fee



- No Installation
- Access from any device
- Requires Internet
- Monthly fee

## Disadvantages of Desktop Accounting Software

Constant Need for Upgrade



Does Not Offer Any Prominent Additional Benefits



Data Compromise



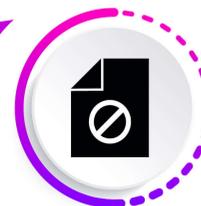
Loss of Data



Inability To Access Data from Multiple Locations

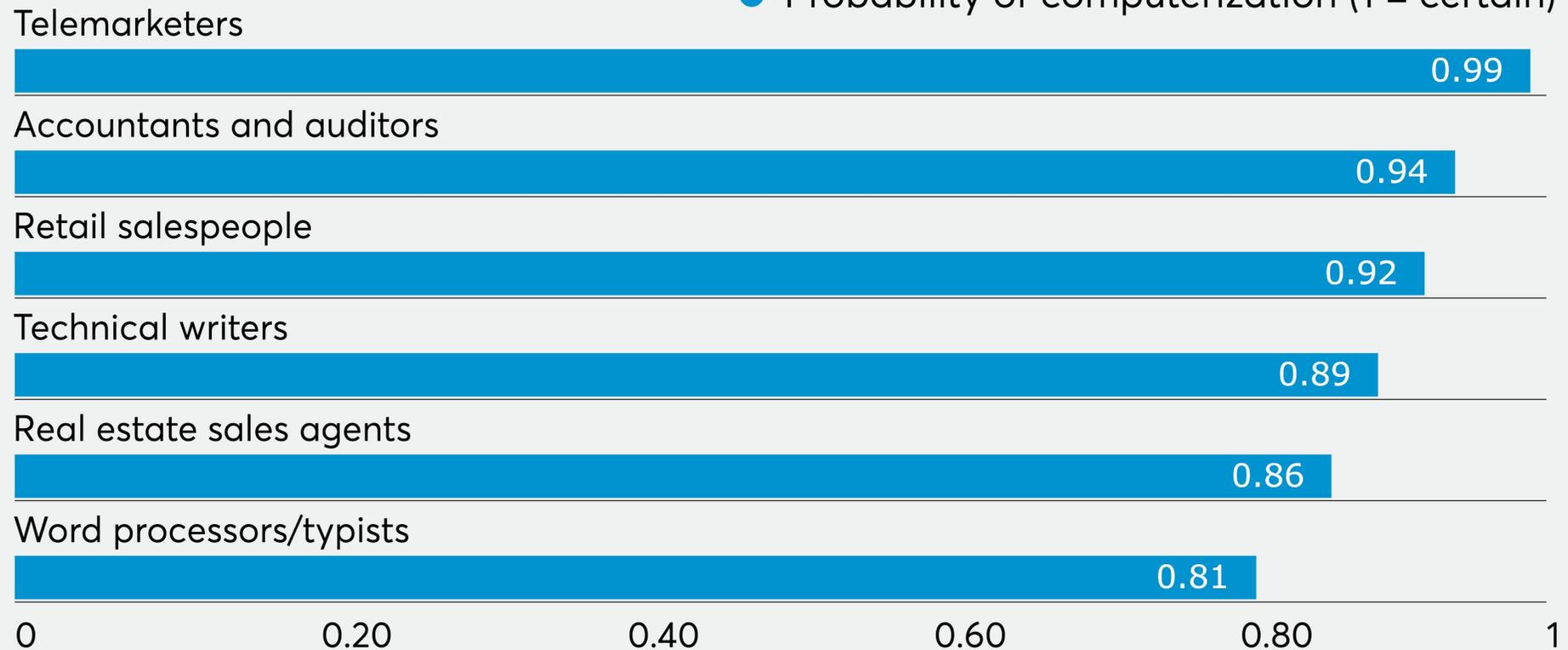


Not Possible to Access Data While On The Go



# Accounting jobs are likely to be automated

● Probability of computerization (1 = certain)



Source: The Economist/"The Future of Employment" by C. Frey/M. Osborne (2013)



There is a  
**98%**

chance  
that bookkeeping,  
accounting and auditing  
clerk jobs will be  
automated in the  
future.

Source: Future Firm



## #5: How Is QuickBooks different from Tally?

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<https://www.wesuggestsoftware.com/intuit-quickbooks-vs-tally/>

**Part 2**  
**About QuickBooks**  
**ProAdvisor**

*Nanda Kumar K V, EA CPB*



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## #1: Who is a QuickBooks ProAdvisor?

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- QuickBooks ProAdvisor is a person who is trained by Intuit and has Intuit ProAdvisor Certification.
- During the certification program they get expertise in [Quickbooks Accounting Software](#) to provide Independent [QuickBooks Support](#) and Consultation Service.

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## #2: Why Companies Love Hiring QuickBooks ProAdvisors?

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# How ProAdvisors Benefit Companies?

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ProAdvisors make sure that user information and data are completely safe and secure.

ProAdvisors maintain the most discretion and confidentiality concerning your information.

ProAdvisors regularly helps you in managing a smooth workflow and cash flow.

They ensure that all the payrolls include monthly salaries, payment deductions, taxation and so on.

They can support you in choosing the latest software version according to your business needs.

QuickBooks ProAdvisor is the first to be notified of all accounting products. This comes as a big benefit for you as you will be updated and informed about all the products.

He takes benefits and discounts on all products, which means you have access to those products at a lower price.

Certified Intuit ProAdvisors know everything about QuickBooks. And they are also easily available through phone and chat. Therefore, if you are ever facing any problems related to your software, they can easily solve within a short period of time.



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### #3: Who Can be a QuickBooks ProAdvisor?

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- **Any One**
- Finance Professionals
- Non-Finance Professionals
- 10 + 2 / Graduates / Post-Graduates
- CA / CMA / CS / CPA / CFP / CPP / EA
- Housewives / Retired Accountants
- Candidates Pursing EA
- USA Small Business Owners
- Side Hustle / Extra Income Opportunities

## #4: How Else is a QuickBooks ProAdvisor Benefited?



You learn the ins and outs of QuickBooks Online.

You'll be able to put this in your email signature, on your business cards, on your website, etc.

Plus, because QuickBooks is the largest accounting software platform in the world. If you say this is what you do when you introduce yourself, people will remember.

Once you have your certification, you can get listed on Intuit's ProAdvisor website.

You can Set up a profile, collect reviews, and collect leads.

It's everything you need and can even be your main website when you first get started.

Intuit will market your business for you!!

Intuit pays to make sure their website shows up in Google searches and ads, so you don't have to!

At one time Intuit reported that 1 million businesses searched their website for accountants and bookkeepers every year!

**Part 3**  
**About QuickBooks  
ProAdvisor Certification**

*Nanda Kumar K V, EA CPB*

# Certificate of completion

Emelie Gatdula

Has successfully passed the exam and achieved:

**QuickBooks Online  
Certification**

Dated 25 June 2020



A handwritten signature in black ink that reads 'Ariege Misherghi'.

**Ariege Misherghi**

Accountant Segment Leader,  
Small Business Self-Employed Group



intuit  
**quickbooks.**  
Certified ProAdvisor  
Online



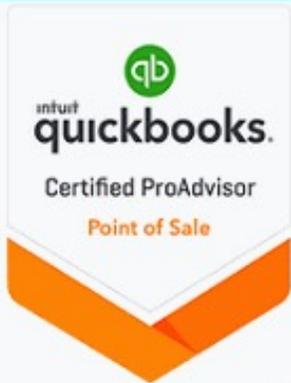
intuit  
**quickbooks.**  
Certified ProAdvisor  
Payroll



intuit  
**quickbooks.**  
Certified ProAdvisor  
Desktop



intuit  
**quickbooks.**  
Certified ProAdvisor  
Mac



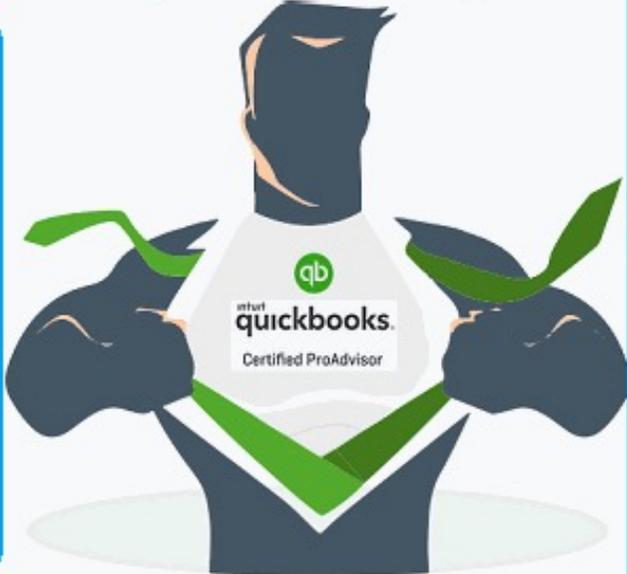
intuit  
**quickbooks.**  
Certified ProAdvisor  
Point of Sale



intuit  
**quickbooks.**  
Certified ProAdvisor  
Enterprise



**Find and  
Become a  
QuickBooks  
ProAdvisor  
Using Major  
Steps**





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Certified ProAdvisor  
Advanced Online

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# #1: How to Become a QuickBooks ProAdvisor?

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## Steps to Become a Certified QuickBooks ProAdvisor

- 1 Sign Up for QuickBooks Online Accountant
- 2 Prepare for the QuickBooks ProAdvisor Certification Exam
- 3 Take the QuickBooks Certification Exam
- 4 Complete Your ProAdvisor Profile



 Talk to Our Enrollment Advisor Today



# iLead Tax Academy

India's 1st USA Tax Academy - Producing Real Time Tax Accounting Xperts



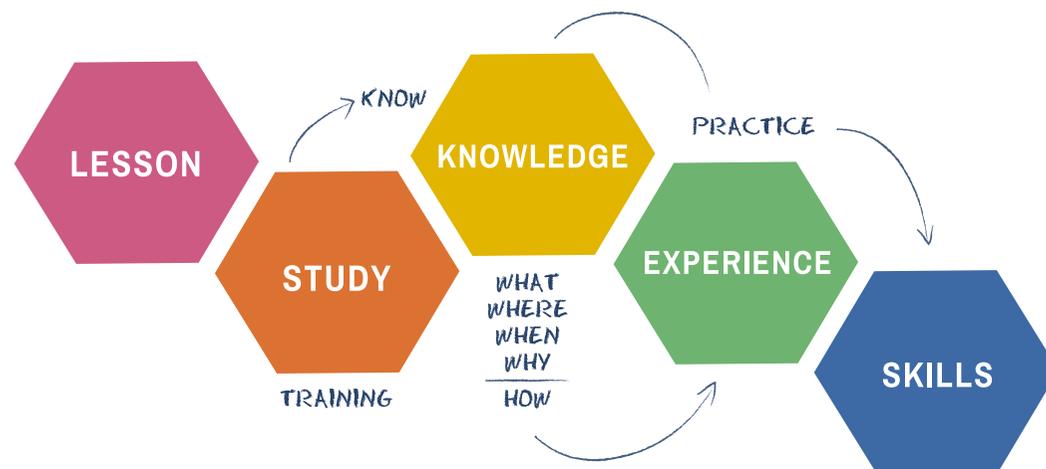
A close-up photograph of a person's hand in a dark suit jacket, pointing their index finger towards the center of the frame. The background is a solid dark blue color. The hand is positioned on the right side of the image, with the index finger pointing towards the left.

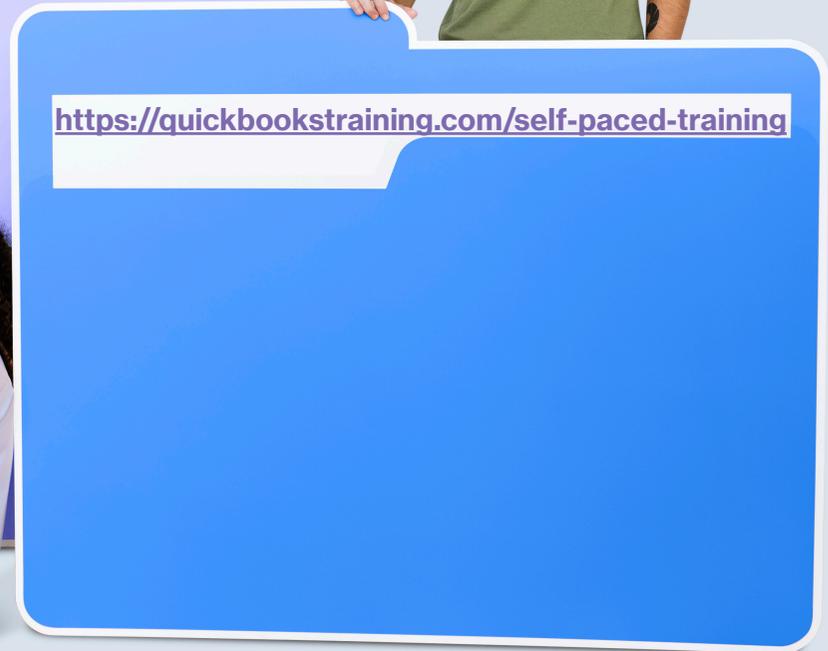
<https://quickbooks.intuit.com/accountants/proadvisor/>

## #2: How to Get the **Training** for QuickBooks ProAdvisor Certification?

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# EDUCATION





A hand in a dark suit jacket is pointing towards a glowing white rectangular box containing a URL. The background is a dark blue gradient.

<https://qbo.intuit.com/redirect/testdrive/>

Practice QBO Sample Company Here

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# #3: What Do You **Learn** in QuickBooks Training?

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[Mastering QuickBooks Online Level 1](#)

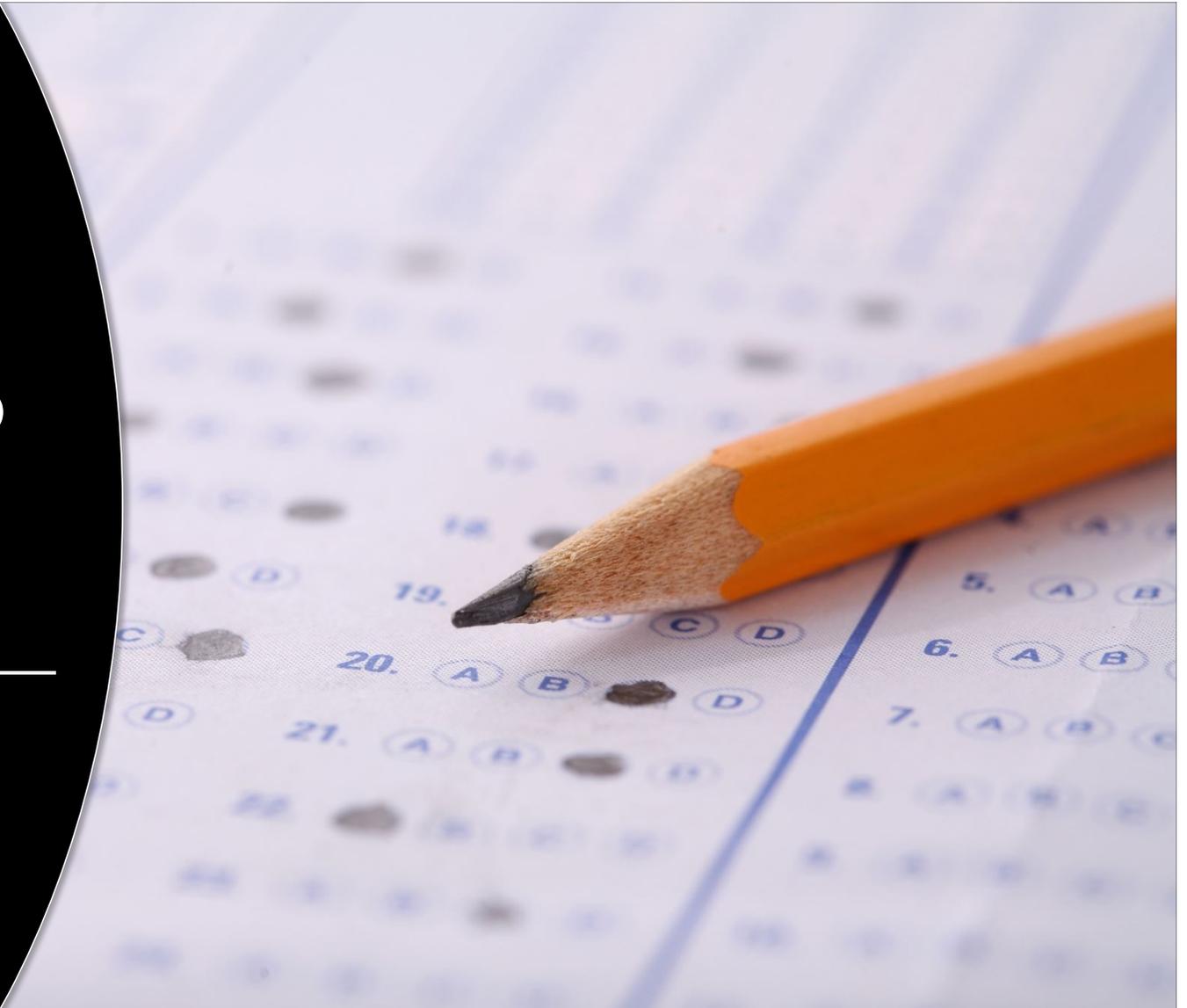
[Mastering QuickBooks Online Level 2](#)

[Mastering Accounting Basics for QuickBooks Online](#)

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## #4: What Type of Questions do they Ask in Exam?

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## Sample Question

What are 3 primary ways to get information into QuickBooks Online?

(Select all that apply)

- Convert data from existing QuickBooks Desktop file
- Use the Import Data tool
- Use the Export Data tool
- Enter data manually into the QuickBooks Online forms and check registers
- Use the Attachments tool

Which 2 statements are true of wholesale billing for QuickBooks Online?

(Select all that apply)

- The practice gets billed at wholesale prices for QuickBooks Online subscriptions
- The client gets billed directly when they're signed up for a wholesale discount account
- The client gets billed directly, but the practice determines the price
- The practice gets billed, and determines the amount to bill the client
- The client will be required to enter their credit card information when they log in to the newly created subscription

# Other Things to Know About the Exam

It is an Open Book Exam that can be taken from the Comfort of Your Home

You must Pass ALL the 6 Sections to become a QB ProAdvisor

Each Section will have 12 to 15 Multiple Choice Questions

Total 80 to 85 Questions in All 6 Sections

The Minimum Passing Score is 80% in EACH Section

You have 3 attempts to Pass Each Section

If you do not pass after 3 Attempts as well, you will be locked out for 60 Days so you can only take that failed Section only after 60 Days

Your QuickBooks Online certification is valid until July 31 of the following year

The test itself is Not Timed but your login will time out

The cost to take Intuit® QuickBooks Certified User (QBCU) Exam is \$149

You don't require any degree in accounting or bookkeeping

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# #5: How Much is the Training Investment?

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# Intuit Self-Paced Training Vs iLead Instructor Led Training

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EACH Self Paced Class - \$579.95 Per  
Section - INR 42,340



For 3 Levels – Investment Will be  
 $INR\ 42,340 \times 3 = INR\ 127,020$



However, to be a Certified  
QuickBooks ProAdvisor, we  
recommend only Training of  
[Mastering QuickBooks Online Level 1](#)



If you are looking for Certified QuickBooks  
ProAdvisor Advanced, then we  
recommend you go for  
[Mastering QuickBooks Online Level 2](#)

# QuickBooks Training Investment at iLead

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Actual Investment in [Mastering QuickBooks Online Level 1](#) as per Intuit for Self Paced Class is **\$579.95** Per Section i.e. **INR 42,340**

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At iLead, You get the Same Training Content for **30%** Discounted Introductory Offer i.e. **INR 29,990** Only

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If You are / were a Student of iLead Tax Academy for **Enrolled Agent Training**, You Get it for **INR 24,990 Only**

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**Plus** You Get the [Mastering Accounting Basics for QuickBooks Online](#) worth **\$579.95** Per Section - **INR 42,340** absolutely **FREE**

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So, Ideally You Get Something Worth **INR 42,340 x 2 = INR 84,680** for Only **INR 24,990 Only** if You Enrolled for Only [Mastering QuickBooks Online Level 1](#)

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However, If You Want [Mastering QuickBooks Online Level 2](#) as well, it will be Another **INR 19,990** instead of **INR 42,340**

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So, if you Enroll for All Modules, it will cost you **INR 39,990 Only** instead of **INR 24,990 + INR 19,990** which is **INR 44,980**

# Quick Summary of Training Investment

Course	EA Students	Non-EA Students
<a href="#"><u>Mastering QuickBooks Online Level 1</u></a>	INR 24,990	INR 29,990
<a href="#"><u>Mastering QuickBooks Online Level 2</u></a>	INR 14,990	INR 19,990
<a href="#"><u>Mastering Accounting Basics for QuickBooks Online</u></a>	FREE	FREE
Total Investment	INR 39,980	INR 49,980

# Investment - ProAdvisor Online Vs ProAdvisor Advanced

Course	ProAdvisor Online	ProAdvisor Advanced
<a href="#"><u>Mastering QuickBooks Online Level 1</u></a>	INR 24,990	INR 24,990
<a href="#"><u>Mastering QuickBooks Online Level 2</u></a>	Not Applicable	INR 14,990
<a href="#"><u>Mastering Accounting Basics for QuickBooks Online</u></a>	FREE	FREE
Total Investment	INR 24,990	INR 39,980

# #6: Why **Train** at iLead for QuickBooks Online?





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## #7: Job Opportunities for QuickBooks Experts

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- Get an Additional Certification
- Serve as Part Time Book Keeper
- Start Your Own Book Keeping Practice
- The Average Salary for an **QuickBooks Certified Accounting ProAdvisor** who is a FRESHER can range from **INR 373,000 to INR 408,000 Per Annum**



# Quickbooks Expert Salaries India

For Employers

Overview

**Salaries**

Interviews

Career Path

## Quickbooks Expert Salaries

1 Salary Updated 6 Aug 2019

Average Base Pay

**₹391K** / yr

**For 1+ Year Experienced**

Not enough reports to show salary distribution



### How much does a QuickBooks Expert make?

The national average salary for a QuickBooks Expert is ₹3,90,822 in India. Filter by location to see QuickBooks Expert salaries in your area. Salary estimates are based on 1 salaries submitted anonymously to Glassdoor by QuickBooks Expert employees. [Less](#)

### Salaries for Related Job Titles

No related titles found.

As we collect more salary reports, we will be able to display related salaries for this job title.

[Submit your salary](#)

United States / Certification / Quickbooks ProAdvisor Certification / Salary

# Salary for Certification: Quickbooks ProAdvisor Certification

\$56,639

Avg. Salary [Show Hourly Rate](#)

What am I worth?

Get pay report

How should I pay?

Price a job

Job	Average	\$30k	\$112k
Staff Accountant	\$52k		
Certified Public Accountant (CPA)	\$68k		
Accountant	\$52k		

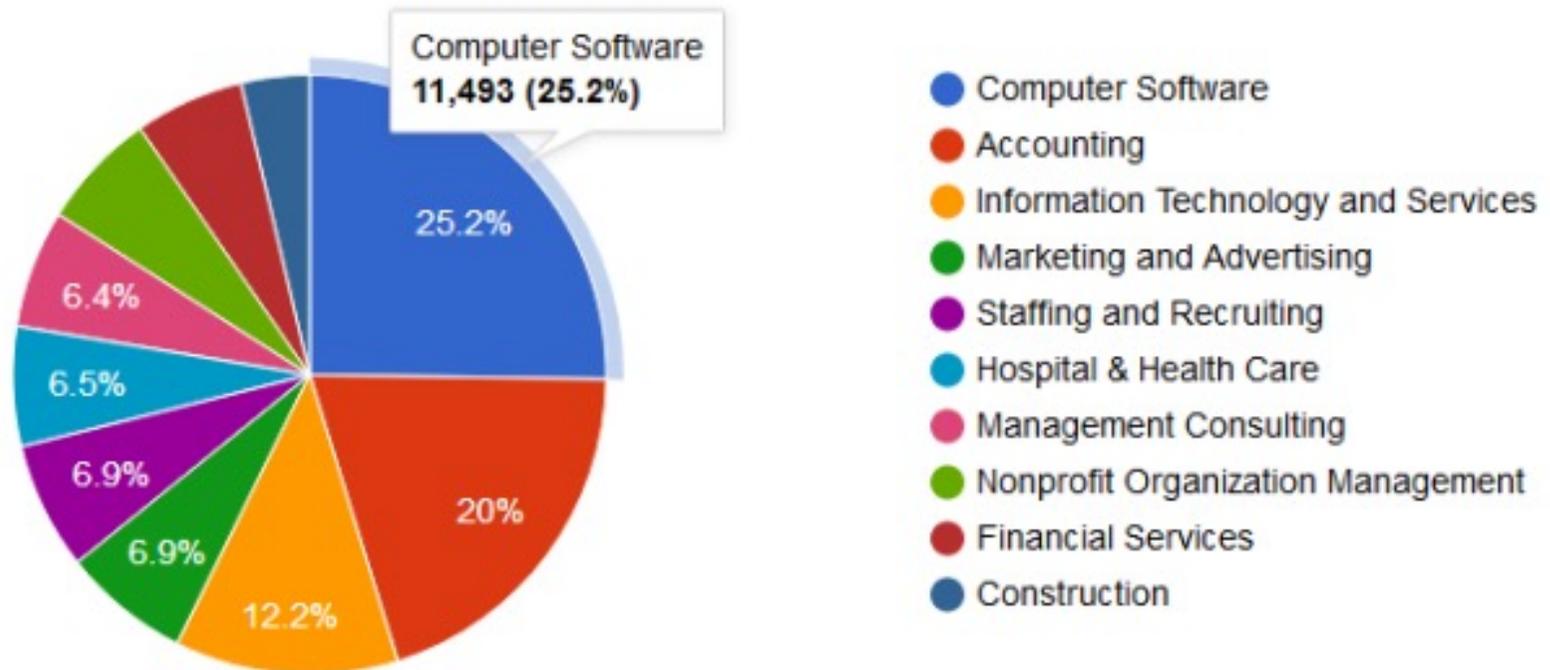


Hello!

I can help you find out what you should be paid.

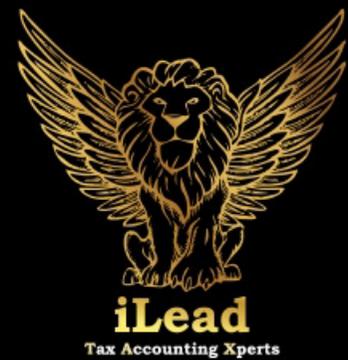
What brings you to PayScale?

# Companies that Use QuickBooks Online





# Learn **QuickBooks** Accounting Earn as a **Full Time /** **Part Time** Book Keeper



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