



LIVE SEMINAR

# Sales & Use Tax Workshop



## THIS SEMINAR AT A GLANCE:

- Gain new insights into the most commonly misunderstood aspects of sales and use taxes
- Understand the sales and use tax requirements in your state and all other jurisdictions where you have tax liability
- Discover where to find the latest changes in the sales and use tax laws that impact your industry
- Discover tax saving opportunities and exemptions you may not be aware of
- Understand how e-trade is impacted by sales and use tax
- Streamline your record keeping without putting your company at risk
- Protect your company from audit surprises

# Sales & Use Tax Workshop

S E M I N A R S U M M A R Y

## Get sales and use tax answers that keep your company legal and you out of hot water!

If you have questions about sales and use tax laws, you're not alone. There are 7,500 different taxing jurisdictions in the United States alone, and they routinely tax the same products differently. It's easy to understand why our sales and use tax laws are considered among the most complicated in the world.

This one-day seminar will give you the background you need to meet your management's – and the government's – expectations. What you learn could cut your tax payments substantially with a better understanding of exemptions and exceptions. . . it could save you thousands in penalties for underpayment of taxes or entitle you to a refund for overpayment.

### Benefits of this program:

- Find out how tax experts feel sales and use taxes are changing for business today
- Get a thorough grounding in the basics you need to stay in control of this demanding aspect of your job
- Put an end to the confusion and leave with the information that you need to avoid legal hot water
- Gain critical insight into your unique sales and use tax situation
- Learn practical strategies to ensure you're prepared if your company's sales and use tax reporting comes under scrutiny

### Who should attend?

The information presented in this specialized program is most beneficial to professionals with the following job titles: Controller, Accounts payable manager, Purchasing manager, Accounts receivable manager and Tax manager.

## PROGRAM AGENDA

### Lay the Groundwork

- Understand the differences in sale and use tax
- "Tangible private property" – how it is defined for sale and use tax purposes and why it is so important to know
- Four types of tax states and how each affects your legal obligation
- The Interstate Commerce Exemption – how to avoid a common tax trap
- How to identify where your company has nexus for sales and use tax purposes
- What constitutes an out-of-state connection strong enough to incur tax collection responsibilities there
- Tips that take confusion out of applying for exemption certificates

### Master the Mysteries of Multi-State Transactions

- How to know which tax rate applies when multiple jurisdictions have competing claims
- Internet sales – what is the Internet Tax Freedom Act and how does it affect your company
- How the mail order use tax may impact all of your customers
- When you must pay taxes to multiple states on the same transaction
- Know when you should and when you should not pay taxes to your out-of-state vendors
- What the Multi-State Tax Commission is and how it can help your company

### Understand Taxation for the Most Common Transactions

- The most common inventory withdrawals that are subject to use taxes
- The most often made filing mistakes and how to avoid them
- How to know when you're supposed to pay sales tax
- How the tax law regards chemicals and ingredients used in production
- How to know if your packing materials are subject to sales and use tax
- The often-misunderstood general rule on taxation of computer software
- When computer hardware sales are subject to sales and use tax
- When rentals and leases are subject to sales tax
- Are casual or occasional sales always exempting from sales tax in all states?

### Maintain Records That Stand Up Under Fire in an Audit

- Learn the one best answer to the question: Why are you doing it that way?
- Best practices to ensure you have the right support in an audit
- When and what exemption certificates are required in different situations
- When you are personally liable for tax mistakes and how to make sure this never happens
- How to plan your taxable events to save money
- What to do immediately if taxes have been overpaid
- How bad it is you underpay and what will happen

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