



Sales Tax in a Post-Wayfair World: Evolving Nexus & Other Trends Self-Study Webinar (2.5 Hours)

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Self Study Webcast
Dec 20 - Dec 21

Overview:

Since the US Supreme Court's landmark decision in *South Dakota v. Wayfair*, out-of-state sellers must collect sales tax on goods and services delivered to other states. As a result, other taxes are also being affected. This requires sellers to monitor these evolving standards and nexus in every state, as well as implement processes and automate tax solutions to manage the process and reduce audit risk. In this self-study webinar, we will review:

- Sales tax compliance obligations for sellers
- Monitoring changing tax laws
- Processes and automated tax solutions to reduce audit risk

Objective:

To provide tax professionals with an overview of the changing sales tax nexus landscape, in order to minimize the risk of a sales tax audit, and manage the audit process and documentation flow.
[Detailed Learning Objectives](#) [1]

Emphasis:

- **South Dakota v. Wayfair: Economic Nexus**
 - What is economic nexus? And how did we get here?
 - State/economic nexus/marketplace nexus provisions
 - Which states have economic nexus?
 - How do they apply? When do they take effect?
 - Does it affect all sellers?
 - How does this ruling affect drop-shipments?
- **Physical Presence Nexus**
 - Does it still apply?
 - Types of activities that can create nexus
 - Nexus in the digital age--what can we expect?
- **What's on the Horizon?**
 - State adoption of economic nexus for other taxes
 - Enforcement
 - Taxation of digital goods and services
- **What Remote Sellers Should Do Now**



Recognize the meaning of sales preparation as an activity performed by sales

Identify the conditions in a sales setting to ensure proper sales

Identify the role of legal and ethics in the conduct of sales

Recognize the impact of economic factors that contribute to sales success

Identify the primary economic issues likely to affect the sales

Identify the role of the International Sales Tax Project in the role of sales tax administration

Identify the current role of sales tax in the global economy

Recognize the sales tax trends in sales growth of sales

BottomPrerequisite:

None.

Preparation:

No advance preparation required.

Level of Knowledge:

Overview.

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Links:

[1] [https://www.cpeonline.com/JavaScript:showObjectivesPopup\(\);](https://www.cpeonline.com/JavaScript:showObjectivesPopup();)