

# Sales & Use Taxes: A Practical Approach Self-Study Webinar (11 Hours)

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Self Study Webcast  
Dec 20 - Dec 21

**Overview:**

Get practical guidance on identifying and documenting taxable transactions, as well as proactive tips for avoiding—and handling—audits. Gain insights on Economic Nexus, Agency Nexus, Click-Through Nexus, and Affiliate Nexus, plus explore the impact of *South Dakota v. Wayfair* on out-of-state purchases. Get updates on drop shipping, the Streamlined Sales Tax Project, the sales tax treatment of digital goods and services, not to mention the importance of utilizing specialized software and cloud computing. Using detailed examples and case studies, a seasoned tax professional will walk you through *The Seven Pillars of a Successful Sales Tax Strategy*, including:

- Nexus
- Taxability
- Rates & Sourcing
- Use Tax
- Exemptions
- Registrations & Voluntary Disclosure Agreements (VDAs)
- Returns

**Objective:**

To provide tax professionals with a working knowledge of sales and use taxes as they apply across the US, as well as an overview of remote sales tax rules in the aftermath of *South Dakota v. Wayfair*.

[Detailed Learning Objectives](#) [1]

**Emphasis:**

- **€Nexus**
  - Relevant court cases, including *South Dakota v. Wayfair*
  - Economic Nexus threshold
  - Prospective enforcement
  - Physical presence vs. virtual office
  - Third-Party Nexus
    - Click-through or affiliate Nexus
    - Reporting requirements
    - Downloaded software
- **Taxability**
  - Tangible Personal Property (TPP)
  - Digital property
  - Shipping and handling
  - Cloud computing and SaaS
- **Rates & Sourcing**

- What rate should you use?
- Origin vs. destination sourcing
- Exceptions to ship-to address
- Common vs. private carrier
- **Use Tax**
  - Accrual process
- **Registrations, VDAs & Amnesties**
  - How do you respond to an audit?
  - Materiality
    - Risk tolerance
    - Profit margins
    - Capital reserves
  - Quantifying past liability
  - Prospective registration issues
  - Filing frequencies
  - Streamlined Sales Tax
- **Certificates & Drop Shipping**
  - Types of certificates
  - Expiration dates
  - The impact of *Wayfair* on retailers
  - Problems created by drop shipping
  - Alternative resale documentation
  - Collecting tax from retailers
  - Best practices for suppliers
  - Sales tax returns
- **Audits**
  - Records and documentation
  - Credits and refunds
  - Statute of limitations
  - Protesting or appealing an audit
  - Costly mistakes
  - What document *not* to give an auditor

Identify the methodology for identifying sales tax.

Recognize the major sources of sales tax by state to calculate estimated costs.

Recognize the correct use of physical presence in establishing nexus.

Identify the sales state thresholds for the purpose of establishing nexus.

Identify the steps to sales states that encourage a retailer.

Recognize applicable legislation for the purpose of calculating sales tax on drop shipping.

Identify the general steps of filing for the purpose of audits.

Identify commonly used terms.

Recognize the role of audits for the location of digital property.

Identify the factors necessary to determine the applicable law.

Identify the steps necessary for the sales tax audit.



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Identify the impact on the gross value of selling tangible personal property to the different states.

Recognize when states are generally exempted.

Recognize the relative significance of each state's exemption system.

Identify the consequences regarding a state's net sales tax rate.

Recognize the suggested procedures under which an entity should obtain a sales registration.

Identify the legal and ethical grounds used by a state when it creates an entity with limited access to its taxing authority with the state.

Identify the suggested method for providing your liability exposure for a state sales and use tax.

Recognize the appropriate process for the registering a new entity in a state.

Recognize the legal and ethical grounds used by a state for withholding a business's payment.

Identify common sales tax exemptions.

Recognize the suggested process involved in a state when a certificate is not issued.

Recognize the consequences when a state's sales exemption and other regulations for a state's sales.

Recognize the impact of a state's net sales tax rate.

Identify the impact on a state's sales tax when a state's sales tax rate.

## 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();)