



# Sales Tax: Navigating Multistate Compliance in the Digital Age Self-Study Webinar (2 Hours)

ST17023F  
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Self Study Webcast  
Dec 20 - Dec 21

## Overview:

In addition to evolving economic and physical presence nexus standards, states have begun imposing sales tax on software, digital goods and online services--all of which create complications for taxpayers and enforcement officials, who must classify and source the transactions. As a result, companies must now establish baselines for:

- How sales tax must be paid
- Sourcing taxable sales of products and services
- Automating the sales tax compliance process
- Managing sales tax obligations to minimize risk

## Objective:

To provide tax professionals with an overview on the evolving sales tax nexus landscape, including the impact of state imposed sales tax on software, and digital goods and services.

[Detailed Learning Objectives](#) [1]

## Emphasis:

- Sales Tax: General Application
- State Efforts to Impose Sales Tax On:
  - SaaS
  - Cloud computing
  - Digital goods and services
- Examples of the Most Aggressive States
- Problems with Imposing Sales Tax on Digital Products
- Planning Opportunities
- Forecasting: What Does the Future of Sales Tax Look Like?

Learning the sales tax nexus standards for the calculation of sales and use taxes

Recognizing the various challenges to sales and use tax compliance related to digital goods and services

Recognizing the various product types and services that create digital goods and services

Identifying state sales tax policies and regulations for digital goods and services

Recognizing the sales and use tax implications of digital goods and services

Identifying state forecasting for sales tax on digital products

Identifying the general planning rules for digital products



**BottomPrerequisite:**

None.

**Preparation:**

No advance preparation required.

**Level of Knowledge:**

Overview.

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