



Sales Tax Audits: Managing the Process & Minimizing Risk Self-Study Webinar (3 Hours)

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Self Study Webcast
Dec 20 - Dec 21

Overview:

Sales tax audits present tremendous anxiety for companies. Sales tax compliance processes, if existent at all, are typically an afterthought, pieced together in reaction to issues as they arise. Add to this the fact that auditors, unaware of your industry or company, are trained to be suspicious, and you have a recipe for disaster if not planned for and managed properly. In this self-study webinar, we will discuss:

- The impact of *South Dakota v. Wayfair*
- Sales tax compliance obligations for sellers
- Documenting transactions to create an audit trail
- Managing information flow

Objective:

To keep tax professionals up-to-date with best practices for avoiding—and preparing for—a sales tax audit, as well as establishing sales tax compliance protocols.

[Detailed Learning Objectives](#) [1]

Emphasis:

- **Fundamentals of Nexus**
 - What is nexus?
 - Physical presence
 - Which states have economic nexus?
 - General concepts
- **Establishing Protocol with an Audit Trail**
 - Requirements
 - Available systems
 - Exemption certificate management
 - Registering to file sales and use taxes
 - Provide resale certificates, particularly on drop-shipment transactions
 - Maintain nexus and processes
 - Self-auditing
- **Audit Best Practices**
 - Economic threshold post-*Wayfair*
 - Respond to nexus questionnaire
 - Understand why you're being audited
 - initial meeting and importance of



- a plan
- Waiver of statute of limitations
- Appeals
- Remedial efforts
- The case for sales tax automation
- Common audit issues
- **Sampling**
- **Appeals**

Identify the most critical audit issues in conducting audits in the digital economy

Identify the effect of various forms of digital products on sales

Recognize common scenarios of digital products

Recognize typical characteristics of digital products

Recognize the best way to identify digital products

Identify the factors that should be considered in digital products and sales tax

Identify the implications of digital products in sales tax

Recognize common audit issues

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();)