

# 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 issues on audit process and results

Recognize common audit issues in sales tax

Recognize typical characteristics of auditing business operations

Recognize the best way to develop a sales tax audit strategy

Identify the factors that should be considered in developing a sales tax audit strategy

Identify the implications of emerging technology in audit process and results

Recognize common audit issues in sales tax

## 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();)