

HOW AND WHY COMPANIES GET PICKED FOR SALES TAX AUDITS

Webinars

October 5, 2018
9:30 a.m. to 11:00 a.m

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Course Description

The goal of this course is to inform you about how and why sales tax administrators decide to audit certain companies. State sales tax departments have limited resources compared to the number of vendors operating in their jurisdictions, so they try to identify those candidates for audit that will yield the most tax revenue. To put it another way, tax departments try to find businesses that are not in compliance with the jurisdiction's sales tax rules. Unfortunately, however, many compliant companies are picked up for audit because they are unwittingly engaging in activities that place them on the tax department's radar. This course will teach you the techniques tax administrators use to find companies for audit, in the hopes that it will help compliant companies reduce their risk of audit.

Learning Objectives

- Learn the techniques auditors use to find targets for audit
- Learn ways to minimize your company's exposure for audit
- Learn the pre-audit analysis used by many auditors to decide whether a potential target for audit is actually audited.
- Learn techniques for responding to audit questionnaires and inquiries

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Attorneys

Joseph Endres

Practices & Industries

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