

# The SALES and USE TAX SEMINAR



**For accounting and purchasing professionals who want to gain a better understanding of Sales and Use Taxes so they can avoid legal problems, reduce accounting errors, and ensure their companies are meeting all their tax obligations**

- Learn how to track down little-known exemptions and credits
- Determine more easily which transactions are taxable
- Ensure you're not under- or overpaying Sales and Use Taxes
- Get up-to-date on the latest requirements that could impact your tax liability
- Keep your company records audit-ready and avoid costly tax mistakes



Get unlimited seminars for one low price! See page 6.

# Sales and Use Taxes: Is Your Company Headed for Legal Trouble?



You've studied everything that you can get your hands on and you're still concerned. There just doesn't seem to be a whole lot of current, understandable, or usable information about Sales and Use Taxes available.

And lately you're hearing about the government crackdown on companies that haven't been keeping up with their Sales and Use Tax responsibilities. A well-known insurance company was recently found liable for 17 years of back Use Taxes.

That's scary. Because, for a long time, tax authorities didn't seem to pay much attention to how well these laws were being enforced. Technology has changed all that. State and local governments are now able to share tax information about which companies are complying ... and which ones aren't.

Some businesses are having to pay BIG bucks because of back taxes, interest, and penalties.

## Help Protect Your Company

What can you do to help protect your company from a potentially expensive legal backlash?

You could try to unravel the mysteries of this legislation yourself. You could go to the public library or visit some bookstores in search of some concrete information about Sales and Use Taxes that isn't written in "legalese."

Or you could spend a lot of time and money on a tax attorney.

We've got a better idea. Come to this seminar and, in one day, you'll know how to help your company avoid a messy legal disaster.

You'll walk away more confident than you ever thought possible when dealing with Sales and Use Tax laws. You'll know how to make sure your company is audit-ready ... streamline your tax record-keeping system ... and avoid making "minor" tax mistakes that might land you in legal hot water.

## Ease Your Accounting Worries

As an accounting professional, you have a lot of questions about this critical legislation. After all, your reputation and your company's bottom line are at stake.

You need answers now.

You want to be sure that you aren't underpaying – or overpaying. Because this is definitely not the sort of knowledge you want to learn the hard way.

Attend this seminar and you'll learn proven strategies that will help you determine more easily what transactions are taxable ... find exemptions you may not be aware of ... and handle the people you do business with who *don't* comply with these laws.

Back at the office, you'll put what you've learned into practice and see how quickly and easily your Sales and Use Tax responsibilities can be taken care of. Plus, you'll gain the peace of mind that comes with knowing that you aren't putting your company at risk for tax troubles.

## Register Today for Tax Training That's Guaranteed

This is a unique training opportunity – one that could very well help you save your company from making a costly tax mistake.

We guarantee that you'll be completely satisfied with this valuable Sales and Use Tax training or we'll refund your entire registration fee.

*"This workshop has been a refreshing experience. I've learned lots of things to apply to my situation at work."*

– J. Green  
Belden Wire and Cable

*"It was great. Very motivating. Great ideas and practical solutions I can implement right away."*

– T. Eason  
Bostic Construction

## Here's What You'll Learn:

Program hours: 9 a.m. to 4 p.m. Registration begins at 8:30 a.m.

### Increase Your Knowledge of Sales and Use Taxes

- Expert insight into what Sales and Use Taxes are ... and how they're changing business today
- Definitions you must be aware of if you ever want to gain a better understanding of this complicated legislation
- What's legally considered to be a transaction ... and which ones are taxable
- How to take advantage of tax breaks – you may not realize how much you're entitled to
- What penalties you could face if state authorities don't feel you've paid enough
- What third-party delivery charges are ... and if you need to pay taxes on them
- How to determine when a buyer becomes an owner ... the answer may surprise you

### Improve Tax Accuracy and Efficiency and Stay Audit-Ready

- Services vs. tangible property: how your responsibilities change according to each one
- How the mail order Use Tax could end up affecting every single one of your customers
- How to determine just who has to pay the taxes on returns and trades
- What circumstances could increase your tax liability – and decrease your company's bottom line
- How to keep up with your changing legal obligations according to whether you are buying or selling
- A valuable warehouse strategy that could make your tax liability disappear
- Tips that'll help take the confusion out of applying for exemption certificates

### Troubleshoot Enforcement and Collection

- How you should deal with tax credits ... refund opportunities ... and overpayments
- When you must register as an out-of-state vendor or risk being in violation of the law
- Tax procedures for handling – and filing – bad debts
- The only situations where you will not have to pay a local Sales Tax
- The trickiest areas of Use Tax returns ... and how to sidestep the common pitfalls
- How the multistate compact affects your company – and your job responsibilities
- How to avoid getting bogged down with invoices and steamroll through Use Tax collections
- How the time you spend on the phone could be inflating your taxes

### Ensure Compliance With Current Laws

- When a company's advertising expenses become taxable
- What changes you should make now to prevent costly legal mistakes down the road
- Valuable techniques you can use to get – and keep – your company audit-ready
- What type of unintentional blunders you can be held personally accountable for
- Straight talk about preparing for a judicial review so you won't do more harm than good
- Determine exactly how Sales and Use Taxes impact your company
- **Interstate Transaction Guide:** A valuable resource detailing the specific requirements of all 50 states

# Expand Your Skills

## And Ensure Your Company Is Audit-Ready

### Test Your Sales and Use Tax Know-How

Tax examiners know just how easy it is to make a mistake when dealing with Sales and Use Tax laws ... and many will specifically target these areas during an audit. Read the situations described below and then check the ones you think are potential tax traps.

- Invoices from out-of-state sellers that do not have Use Taxes listed on them
- A nonprofit organization selling books to the general public
- Company bills that are paid by a division in another state
- The corporation that leases buildings in several states
- Selling products or services through salespeople and direct mail
- A firm that uses out-of-state storage facilities
- Buying a software program that has been slightly modified for the company

If you didn't check every one of these statements, your company could be headed for tax trouble. Attend this seminar and get the answers to your tough Sales and Use Tax questions. Enroll online at [www.NationalSeminarsTraining.com](http://www.NationalSeminarsTraining.com) or call 1-800-258-7246.



### After this seminar, you'll be able to ...

- Ensure that your company is meeting all of its current tax obligations
- Structure your company's transactions to reduce tax liability
- Reduce the time you spend dealing with Sales and Use Taxes
- Correctly determine which transactions are taxable
- Increase efficiency when tracking, collecting, and paying Sales and Use Taxes
- Uncover every exemption your company qualifies for
- Improve accuracy and avoid costly tax mistakes
- Make sure you're not underpaying or overpaying Sales and Use Taxes



### Take Home These Valuable Reference Materials:

- **The Sales and Use Tax Handbook** – This comprehensive workbook contains all the vital Sales and Use Tax information that's covered during this highly informative seminar. With extra space provided for notetaking, it's sure to become an invaluable, personalized reference you'll come to depend on whenever you deal with Sales and Use Tax issues.
- **Interstate Transaction Guide** – This valuable resource details the specific Sales and Use Tax requirements of all 50 states in a convenient, easy-to-use format.
- **Certificate of Completion** – This handsome document makes an impressive statement about your desire to excel in all phases of your career. It looks great framed and is also a plus for your personnel file.

### Get Your Sales and Use Tax Information From the Nation's #1 Business Trainer

At Padgett-Thompson, we train hundreds of thousands of business and accounting professionals around the world each year. We didn't reach this impressive position by accident ... but by providing highly informative, skill-based seminars to today's busy professionals.

We understand that there's no margin for error when it comes to complying with Sales and Use Tax regulations. Unfortunately, even one mistake can have a devastating effect on your company if it isn't discovered until an audit.

That's why the men and women who present our Sales and Use Tax seminars were handpicked for their extensive backgrounds in accounting and finance. So you can count on accurate, reliable information from experienced professionals who've encountered the same challenges on the job as you – and overcome them with great success.

These Sales and Use Tax experts won't bore you with textbook theories unrelated to the problems and challenges accounting professionals face on the job today. Rather, they'll share with you practical and cost-effective strategies you can use immediately to improve accuracy and efficiency and ensure you're meeting all your Sales and Use Tax obligations.



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## To Enroll ...



Register online at [www.NationalSeminarsTraining.com](http://www.NationalSeminarsTraining.com)



Or call toll-free 1-800-258-7246



Or fax the completed registration form to 1-913-432-0824



Or mail the form to:  
Padgett-Thompson  
P.O. Box 419107  
Kansas City, MO 64141-6107

## Registration Information

**Our Registration Center** is open weekdays from 7 a.m. to 7 p.m. CST. Enrollments taken online 24/7.

**Group Discount:** When 3 enroll from your organization, a 4th may attend for FREE!

**Check-in** begins at 8:30 a.m. The workshop schedule is 9 a.m. to 4 p.m. Lunch is on your own.

**Cancellation:** If you cannot attend, you may send a substitute or receive full credit toward a future enrollment. For cancellations made 5 or more business days before the event, you may request a refund less a \$10 enrollment fee. For enrollments made in conjunction with a STAR12 purchase, STAR12 cancellation rules apply – visit the Information Center at [www.NationalSeminarsTraining.com](http://www.NationalSeminarsTraining.com).  
**CEUs:** Continuing education credit may be recognized by your professional board. Contact your own board to find out what's required. Call our CEU/CPE specialist at 1-800-258-7246, ext. 3100, if you have any questions.

**Tax Deduction:** The expense of continuing education, when taken to maintain and improve professional skills, is tax deductible. Please contact your accountant for complete details.

FED ID #43-1576558

## REGISTRATION FORM

### 1. Enrollment Fees

Group Discount: When 3 enroll from your organization, a 4th attends FREE. Group discounts apply to seminar registrations only and cannot be used for STAR12 memberships.

**The STAR12 All-Access Pass: Only \$299**



Your STAR12 All-Access Pass entitles you to unlimited access to all STAR12 seminars, webinars, online courses, and more for 12 months. Use your STAR12 All-Access Pass to attend **The Sales and Use Tax Seminar** for FREE!

### 2. Names of Attendees (Please Print)

(Please list additional registrations on a separate sheet and attach.)

1. Mr./Ms. \_\_\_\_\_ Title \_\_\_\_\_  
E-mail Address \_\_\_\_\_  
City/Event #: \_\_\_\_\_

2. Mr./Ms. \_\_\_\_\_ Title \_\_\_\_\_  
E-mail Address \_\_\_\_\_  
City/Event #: \_\_\_\_\_

3. Mr./Ms. \_\_\_\_\_ Title \_\_\_\_\_  
E-mail Address \_\_\_\_\_  
City/Event #: \_\_\_\_\_

### 3. Company Information (Please Print)

\*Phone required in case of last-minute changes.

Organization \_\_\_\_\_  
Address \_\_\_\_\_ Mail Stop \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

Approving Supervisor: Mr./Ms. \_\_\_\_\_  
E-mail Address \_\_\_\_\_  
\*Phone \_\_\_\_\_  
\*\*Fax \_\_\_\_\_  
Sign here \_\_\_\_\_

\*\*This fax number will be used to send confirmation of your registration as well as to notify you and your organization of upcoming events in your area and provide you and your organization with special discount offers. By signing, you and your organization are giving permission for RUCCEC to use your fax number for these purposes.

### 4. Method of Payment

If you have registered by phone, please record your confirmation number here: \_\_\_\_\_

Check payable to Padgett-Thompson is enclosed

Charge to:  MasterCard  VISA  American Express  Discover  Diners Club  
Card No. \_\_\_\_\_ Exp. Date \_\_\_\_\_  
Signature \_\_\_\_\_

Bill my organization; Attn: \_\_\_\_\_  
(Note: Full registration fee due and payable prior to start of workshop)

Our purchase order is attached (government, educational, and health-care organizations only)

### 5. Important: Your VIP Customer Number

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Fill in your VIP Customer Number as it appears above the name on the mailing label. (Record the number even if the label is addressed to another individual.)

SD, CT and WV residents, please add applicable sales tax to your payment. If you are tax-exempt, enter your tax-exempt number here: \_\_\_\_\_ and attach a copy of your tax-exempt certificate.

Program hours: 9 a.m. to 4 p.m. Registration begins at 8:30 a.m.

## Workshop Schedule



**Padgett-Thompson**

P.O. Box 419107

Kansas City, MO 64141-6107

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## A One-Day Seminar

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**Register online at [www.NationalSeminarsTraining.com](http://www.NationalSeminarsTraining.com) or call 1-800-258-7246.**