



15 MINUTES



I used to hear a commercial on the radio that said "If you give us 15 minutes, we will give you the world." Well, if you give me 15 minutes, I may not be able to give you the world but I can probably save you from a world's worth of sales tax aggravation.

Aggravation such as: Why is the auditor examining my business? Why is the collection agent seizing my bank account? Why do I owe them money?

My answer is usually the same. A combination of "You filed something wrong," "Bad luck," and "You forgot to pay your taxes." While I don't want to ruin the festive holiday season, I do want to offer you three pieces of advice:

- First, know your tax responsibility. The government is like a needy significant other that you don't like. You must send them lots of correspondence or they complain, and you can only hope that they never write back. Seriously, file your returns. On time! Don't give the government reason to complain.
- Keep lots of mementos in case they come to visit. While you don't need a picture of the Governor in your front hallway – keeping exemption certificates, receipts, and invoices/guest checks are sure to put a smile on the government's face should they "pop over for coffee."
- Know what they expect. Ask your accountant. Ask your lawyer. Ask fellow business owners. If they are unsure or if it doesn't sound right then you should call and ask us. It's like calling your significant other's best friend to find out what the perfect gift is for the holidays. We recommend using computer/point-of-sale systems that keep at least 4 years' worth of detailed transactions as the perfect holiday gift. Record keeping can save you a world of aggravation.

A Different (and better) Kind of 15 minutes

On a much happier note, sometimes 15 minutes can be the best part of your life. At night, when my daughter asks me to read her one more book, or to give her an extra hug, or to sing her one more song, I ask "Why Me?" What did I do to deserve such a wonderful loving little girl?

Or when my son asks me to stay at his basketball practice to watch him, or when he asks if we can make a tradition of laying on the couch and watching Sunday football together, or when he offers me the last French Fry from a greasy fast food bag, I ask "Why Me?" What did I do to deserve such a caring and compassionate young man?

May your holidays be filled with nothing but hugs and beautiful shared memories of family and dear friends. And may 2017 bring you and your loved ones' health and happiness (and a little wealth too!). From our Sales Tax Defense family to yours, we hope 2017 is a great year!

– Mark, Joseph, Jennifer, Jessica, Bryan, Amanda, and Kelly.

WISHING YOU A HAPPY HOLIDAY



OUR FIRM



We are a dedicated team of sales and use tax professionals who have committed our careers to helping businesses and fellow professionals with sales and use tax problems.

Since the only work we are focused on is sales tax consulting, businesses never have to be concerned that we will try to sell them other services they do not need. And professionals never have to be concerned with us encroaching

on their client relationships, because we view you, our fellow professional, as our client.

WHEN YOU HAVE A SALES TAX PROBLEM, *WE ARE THE SOLUTION!*

CALL: **631-491-1500**

CONTACT US!

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Thank you for the outstanding job your firm did with our recent sales tax audit. I am your biggest proponent.

-Scott O. Business Owner

MORE TESTIMONIALS

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