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When you have a sales tax problem, *we are the solution!*

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### Your Fate...Your Choice

Take a minute and think about what happened in the exact spot you're standing before you were standing there.



2,000 years ago, what was happening where you're standing now? There was no building built. There was no noise from cars. It may have even smelt differently because of a nearby flower patch which has since been turned into a parking lot. So what was happening? Maybe a young boy had his first kiss there. Maybe a woman birthed her first child there. Maybe an elderly person took their last breath there. There's no way for us to know.

What about 20 years ago? A different business was likely operating in the same location. Why isn't that business there now? We'd all like to believe the business was prosperous and needed a bigger location to continue to thrive. But maybe the business failed; an entrepreneur's dream was shattered and employees lost their jobs. Just because it's sad to think about doesn't mean it doesn't happen every day.

For as many reasons as there are for a business's success, there are even more reasons for a business's failure. Millions of sales and use tax audits have been conducted and tax assessments are one of the many reasons a business can fail.

Tax Departments do not care if an assessment puts a business out of business. A business is just a tax ID number to them which provides them with revenue. They think if a business closes that a new business will just open in its place and become a replacement source of revenue. To them, lost sales for one business are gained sales for another business – a breakeven in the overall economy. They may even prefer another business opening as that new business may be better at collecting, remitting and/or paying their taxes.

To us, a business is more than a tax ID number. A business can be a way to pursue a passion. A business is how most people put food on the table. A business is often where people spend more of their time while awake than anywhere else... whether they are happy about that or not.

Don't let your business become another statistic. 20 years from now, the only reason your business shouldn't still be operating in the same location is because of a fate you have chosen for your business, not the fate the Tax Department has chosen for you.

If you have sales and use tax questions or problems, contact Sales Tax Defense LLC.



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### Success Story

#### When the Law is on your Side, Don't Back Down!

A flooring company was audited by New York State for sales tax. The company's policy was that if the customer gave it a capital improvement or other exemption certificate, the company would correctly not charge sales tax. If no exemption certificate was provided, the company would charge sales tax.

The auditor stated that several capital improvement certificates were incorrectly issued by customers, and that the work was not capital improvement work. Therefore they believed that the company owes sales tax. It was at this point of the audit that the company brought in Sales Tax Defense.

Sales Tax Defense argued that the law provides for vendor protection rights when capital improvement certificates are issued to a company by a customer. It is not the company's job to "police" its customers. After arguing our position with the auditor and several levels of supervisors, the capital improvement certificates were accepted and **the sales tax audit was closed with no tax due!**

### About Us

We are a dedicated team of tax professionals who have committed our careers to helping businesses and fellow professionals with tax problems. Since the only work we are focused on is solving tax problems, 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.

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