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

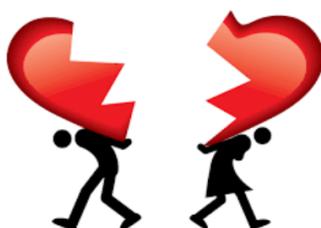
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January 2015

## Happy Divorce Month!



The first Monday of January generally has the most divorce filings of any other day and January generally has the most divorce filings of any other month.

Why? Maybe people don't want to break up the family during the holidays. Maybe people spend their year-end bonus on attorney fees. Maybe they're just grumpy from their New Year's Eve party hangover.

We don't know because we're not divorce attorneys or psychologists, we're tax specialists. But what we do know is that a sales tax audit is like a divorce (and a relationship in general):

· **Getting married is like starting a business; you don't go into it expecting it to end badly.** Sure they'll be some bumps in the road but nobody intends to have irreconcilable relationship issues and nobody intends to have tax problems that put you out of business. Yet, mistakes still happen. Sometimes mistakes are made and you're not even aware there's a problem until it explodes. Just because you have good intentions doesn't mean there won't be issues.

· **You pay for your mistakes.** When the state makes you pay, they accept money. When your spouse makes you pay, it's often much worse than money. And at least the state is willing to consider abating penalties.

· **Often, it's not about what you want.** "For once, I don't want to watch your show! I want to watch what I want to watch!" Yet, you still end up watching what your spouse wants to watch. The same goes for the taxability of sales. You may not want your sales to be taxable or even think they are taxable. Yet, they can still end up being taxable.

· **Ugh, the in-laws.** When the in-laws come over, nothing good can happen, only bad things or nothing at all. When the auditor comes over, nothing good can happen, only bad things or if you're really lucky they get a flat tire on the way over and never show up.

· **You hire representation.** Whether getting divorced or being audited, you need an expert who is familiar with all the procedures, able to decipher the laws and advocate for you and your positions. Knowledge and experience are invaluable tools when entering an adversarial situation. Both of these situations can leave you unnecessarily broke if you don't have the right representation.

If you're feeling down and out about your situation, remember that tomorrow can be a brighter day if you take the right action now. While January might see the most divorce filings it also sees the most online dating registrations.

Call us if you have a tax problem, might have a tax problem or aren't even sure if you have a tax problem. We want to be the right action now that helps build a brighter tomorrow for you.



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## A Reduction in Tax and a Tax Audit Prediction!

A client came to us with a sales tax liability of over \$150,000. The auditor calculated the tax due by using information received from third parties, information subpoenaed from third parties and bank deposits to determine gross sales. Sales Tax Defense represented the client at a Bureau of Conciliation and Mediation Services hearing.

Even though the auditor's information came from third parties, we were able to negotiate the tax due down to \$80,000 by disputing the auditor's methodology. We were successfully able to show that the auditor was drawing erroneous conclusions from the third party data.

Additionally, we worked with the client and recommended that they amend their sales and use tax return for after the audit period since we predicted it would be likely that the company would be audited again. Once the hearing was over and the decision was issued, the company did in fact receive a notice for a second audit. Now, since the returns have been amended, the second audit should result in no liability and should hopefully stop the audits of the client from continuing a third time.

## 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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