

Sales and Use Tax – What Accounts Receivable Needs to Know Outline

I. Overview

- a. Transaction taxes
- b. Revenue Source

II. Sales Tax

- a. Definitions
- b. Assumptions
- c. Characteristics

III. Use Tax

- a. Definition
- b. Responsibility

IV. Nexus

- a. Definition
- b. Factors
- c. Transactions Involving Multiple Parties
- d. Accounts Receivable Collection Responsibilities

V. Court Cases and Legislation

- a. New York “Amazon Law”
- b. Illinois v. National Bellas Hess
- c. North Dakota v. Quill (1991)
- d. Multi-State Tax Compact
- e. Streamlined Sales Tax Project
- f. Internet Tax Freedom Act

VI. Local Jurisdictions

- a. Nexus Issues
- b. Complexity
- c. “Home Rule”

VII. Exemptions/Exclusions

- a. Definitions
- b. Documentation

- c. Purposes
- d. Audits

VIII. Accounts Receivable Invoice Processing

- a. Best Practices in Accounts Receivable
- b. Sample Accounts Receivable Transaction
- c. Resources