



Tax & Accounting

Questions to Ask When Selling

- Do you collect sales tax?
- How many states are you registered in to collect tax?
- Do you accrue use tax in more than one state?
- Do you sell products and services that are subject to any sales tax exemptions, special taxes or rules?
- Do you manage customer exemption certificates?
- Do you file sales and use tax returns?
- Have you ever had a sales tax audit?
- Do you have any upcoming business changes that may impact nexus, such as a merger/acquisition or new business initiative?
- Do you have field sales representatives?
- Do you do have any service representatives that go to client sites?
- Do you have nexus in Alabama, Arizona, Colorado or Louisiana?

Wolters Kluwer is committed to serving our partners from inception to implementation and beyond, by facilitating an open and collaborative way in which your clients want — and need — to work today.