



Sales Tax
Advisory Network

FOR CONTRACTORS AND CONSTRUCTION BUSINESSES

MASTER THE TAX. MASTER THE MARKET.™

Confidently manage sales tax risk, multi-state obligations, audits, exemptions and tax processes with contractor-focused guidance.

Protect the business you are building.

Advisory • Compliance • Audit Defense • Refund Recovery • Tax Technology

SALESTAXLADY.COM



Sales Tax
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Specialized Expertise. Practical Results.

Sales Tax Advisory Network provides focused sales and use tax guidance for contractors and multi-state businesses. We help leadership, accounting and operations teams make defensible decisions and build processes that work in the real world.

Why Clients Choose Us

- ✓ Sales tax is our specialty
- ✓ National reach with boutique-level attention
- ✓ Strategic guidance, not just transaction processing
- ✓ Clear recommendations your team can implement

Let's Talk About Your Sales Tax Risk

Schedule a sales tax strategy call to discuss your projects, states, systems and compliance priorities.

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Sales Tax Advisory Network, LLC | The Sales Tax Lady®

CONTRACTOR-FOCUSED SALES TAX SUPPORT

When the Rules Get Complicated, We Make Them Practical.

Contractor sales tax is rarely one-size-fits-all. Treatment can change based on the state, contract, customer, project type, property classification and purchasing structure.

Common Risk Areas

- Real property vs. personal property
- Repair, installation and fabrication
- Exemption and resale certificates
- Tax-paid material purchases
- Use tax accruals and purchasing controls
- Multi-state jobs and nexus
- Audit documentation and defense

A smarter first step

Start with a focused review of your contracts, purchasing practices and tax processes before an auditor does.

ENTIFY RISK BEFORE IT BECOMES AN ASSESSMENT

Contractor Sales Tax Advisory

Our contractor-focused programs provide the level of support your business needs, from a one-time health check to an outsourced SALT department.

Compliance Checkup

A focused review designed to uncover exposure and improve audit readiness.

- ✓ Contractor classification review
- ✓ Real vs. personal property review
- ✓ Exemption certificate review
- ✓ Use tax and purchasing review
- ✓ Written findings and strategy meeting

Ongoing Advisory Program

Practical, recurring support for growing contractors with internal accounting teams.

- ✓ Quarterly planning
- ✓ Email questions and notice review
- ✓ Job taxability and material guidance
- ✓ Annual compliance review

SUPPORT FOR HIGHER-RISK AND MULTI-STATE OPERATIONS

Protection and Enterprise Support

Audit Protection Program

For contractors with significant audit exposure or complex operations.

- ✓ Monthly consultation
- ✓ Audit readiness reviews
- ✓ Sample transaction testing
- ✓ DOR correspondence assistance
- ✓ Use tax compliance monitoring
- ✓ Priority response support

Enterprise SALT Department™

An outsourced sales tax function for larger construction companies.

- ✓ Dedicated SALT advisor
- ✓ Multi-state compliance oversight
- ✓ Audit defense coordination
- ✓ Tax process improvement
- ✓ Internal team training
- ✓ Executive reporting

Built to scale

Ideal for regional, design-build, industrial and multi-state contractors.

TARGETED HELP WHEN YOU NEED IT

Projects, Defense and Training

Taxability Studies

Contract and project review with a written, state-specific taxability conclusion.

Audit Defense

Experienced support for information requests, sampling, certificates, auditor communications and appeals.

Refund Recovery

Analysis and support for buyer's claims for refund and other tax recovery opportunities.

Multi-State Compliance

Registration, return filing oversight, notice response and ongoing compliance monitoring.

ERP & Tax Technology

Tax process reviews, automation support, taxability mapping and implementation guidance.

Contractor Training

Practical workshops for accounting, purchasing, project management and leadership teams.

READY FOR A CLEARER PATH FORWARD?

Visit [salestaxlady.com](https://www.salestaxlady.com) to schedule a strategy call.