

Anil Melwani:

So one of the biggest mistakes when it comes to dealing with e-commerce clients and people who own websites, own stores, and who are having this really fast paced success in terms of getting traction online and increasing their revenue and sales fast is they don't always think about the complexity of sales taxes. Sales taxes get really complex. Again, all these different states are shipping to all different counties. You've got to have the right system in place. And again, I know there's Amazon, Shopify, eBay, PayPal, all these different other things you can use, but you got to make sure you're using the right ones that are right for your business and not missing anything, because again, missing one payment or missing one county or one state can really mess things up. And now with all these different Supreme Court rulings with Amazon and Wayfair and all that, the rules are constantly changing.

Anil Melwani:

So you want to make sure you're not missing something with that. So that's when it comes to sales tax and e-commerce. When it comes to different types of taxes like payroll tax and income tax, again, where are you operating out of? Where are your employees operating out of? Now with all this remote work, you could have employees working out of 5, 7, 10 different states and counties. Are you making sure you're keeping up with all those different state and local and county laws and taxes. Because again, if you're not, they're going to find you at some point and they're going to know you're operating out of their territory and they want their piece of the pie. So again, obviously we're in a whole new world now with COVID and remote working and e-commerce, and of course e-commerce companies, you probably have a great opportunity here, but you want to make sure you're maximizing that opportunity and abiding by all the different state and local laws and taxes and regulations.