

[About Us](#) | [Services](#) | [What is Sales Tax](#) | [How We Work](#) | [Success Stories](#) | [Seminars](#) | [FAQS](#)

## WHY ME?

About a month before most accountants were finishing up tax season, I was very pleased that the contractor that was redoing my den was finishing the brand new oak hardwood floors. They were sanded and stained and applied 3 coats of foul smelling varnish. By April 15<sup>th</sup> the floor was done, along with brand new freshly painted moldings to trim the floor to the wall. After what seemed like I vacuumed 9,000 times and dusted at least twice that amount, the house was finally dust free.

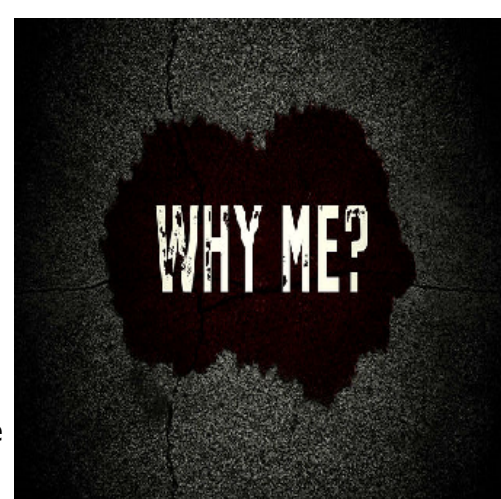
I was out of the house the weekend of April 16<sup>th</sup> attending the wedding of a dear friend. Sunday night, after the wedding I stopped at the grocery store to grab a few items. I got home and went down

to the basement to put the groceries in the fridge and stepped in 2 inches of water. It turns out that I had a plumbing problem on the floor above the basement and my new hardwood floor had been soaked for the entire weekend. Did you know that hardwood curls up like paper when soaked? I turned off the water, got out the shop vacuum, and spent the next 5 hours getting the water out of the house.

The next morning I called my State Farm Insurance Agent, Jim Urban, and he had a cleanup/restoration crew at my house a few hours later. The crew got the remainder of the water out of the house, sterilized and disinfected everything and setup more fans and dehumidifiers than you can imagine. Not surprisingly, they advised me that my new floor was a complete loss and needs to be ripped out and redone.

I went out to the deli that afternoon to grab lunch, shake my head, and be mad at the world and say to myself, "Why me?" While on line at the deli, I overheard the conversation between the man and his coworker in front of me. She was asking him how his daughter was doing. He told her that his daughter was responding well to the chemotherapy. That one comment put my life back in perspective and I was thankful to only have a ruined floor.

So what does this have to do with sales tax you might ask. At least once a month a client asks me, "Why me?" Why am I the subject of a tax audit? Why is the collection agent seizing my bank account? Why did the State just suspend my driver's license? I never really had the right answer until Monday. Now I know the answer, *sometimes life sucks but grandma was right, if you have your health you have everything.*



## UPCOMING SEMINAR

Join us June 20th for The Lexington Group event to hear Mark speak about Nexus!

**Monday, June 20th 2016**  
**8:00am-5:00pm**

(Mark speaking from 11:30am-12:30pm)  
The Michelangelo Hotel  
152 West 51st Street  
New York, New York 10019

Please RSVP timely to Esther Wintner at 212-713-3016 or [lexingtongroup@ubs.com](mailto:lexingtongroup@ubs.com)

## YOU GET WHAT YOU PAY FOR



I've been using State Farm Insurance for more than a decade. I've found them to be a little more expensive than some other insurance quotes I've gotten, but I've always been happy with Jim's service so it was worth a few extra dollars. Four days after the flood the cleanup crew had removed all the fans and dehumidifiers and I had met with the State Farm adjuster. I gave her a tour of the

## ABOUT THE FIRM



We are a dedicated team of sales and use tax professionals who have committed our careers to helping businesses and fellow professionals with sales and use tax problems.

Since the only work we are focused on is sales tax consulting, businesses never have to be

house, she took pictures, she measured the length of everything and put it all in her computer.

I expected her to leave and then I thought I would have to wait 2 or 3 months to hear from her. (After all, I'm used to working with the government.) I was wrong. If you don't count the deductible, **she handed me a check on the spot** for \$109 MORE than the estimate my contractor gave me that morning to replace all of the damaged stuff. I couldn't be a more satisfied customer.

I'd like to think my firm operates in a similar manner. We are not the cheapest and we don't over charge anyone. But we do try to get the best result possible given the bad situations our clients often find themselves in.

Btw, Jim can be reached at (516) 822-8722, and he does wear khaki pants.

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.

WHEN YOU HAVE A SALES TAX PROBLEM, *WE ARE THE SOLUTION!*

CALL: **631-491-1500**

**CONTACT US!**

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“Mark & Joseph, I am most grateful for your attention to my situation as I am very aware that it was not the easiest possible. You have earned my trust and confidence beyond any level of professionalism that I have ever experienced.”

**-Nic F., Business Owner.**

**MORE TESTIMONIALS**

Phone: 631-491-1500

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