

14 Most Frequently Asked Questions:

1. How Much of My Time is Required?

Virtually none. The SALT Group's® services are NON-INVASIVE. Aside from a brief conversation with you (or one of your associates) and a quick plant tour, your SALT Group consultant will not interrupt you or your operations at all.

2. How Much of My Staff's Time is Required?

Again, virtually none. We do not require any of your internal resources to perform our Review. Our consultant will personally pull all relevant invoices and scan them using The SALT Group's® equipment.

3. Exemptions for Manufacturers Are Pretty Clear. How Do You Expect to Find Anything?

The SALT Group® only works with Manufacturers, so we know that your raw materials and production-related purchases are exempt. But not everything you purchase is raw materials or production-related! And being exempt is still not a guarantee that you won't be mistakenly charged and end up paying tax to some of your vendors.



4. How Can We Get a Refund If We Don't Pay Any Sales Tax?

What we examine are all your Vendor purchases. While some of these purchases are taxable, others were exempt but were charged Sales Tax in error. The sheer number and dollar amount of these invoice errors really add up over a three to four year period, which is why refunds recovered by The SALT Group® are often substantial.

5. What if Your Review Doesn't Result in a Refund?

Working with The SALT Group® is RISK-FREE because we work on a contingency fee basis. If we find nothing, you pay nothing. It's that simple.

6. What Other Fees Are Associated With Your Services?

There are no hidden fees or ongoing obligations required when working with The SALT Group®. Our Service Agreement is closed-ended and



the total fee payable to The SALT Group® is solely based on the refund we secure for your company. All out-of-pocket costs and expenses are paid by The SALT Group®.

7. How Qualified Are SALT Group Consultants?

Rest assured that The SALT Group® will never use your business as a training ground for recent college graduates. Our team of former State Tax Auditors and Senior Tax Professionals averages nearly thirty years of multi-state sales and use tax experience per consultant. This emphasis on proven expertise, specifically in state and local taxation, ensures that our clients always receive industry-leading Tax Recovery Services from The SALT Group®.

8. How Far Back Will a SALT Group Sales & Use Tax Refund Review Go?

Our consultants review the open statute period of your accounts payable invoices (typically three to four years), no matter how large or how small the dollar amount.

9. What Happens After the On-Site Review?

Once all relevant data has been collected, your review will be completed offsite, and you will be notified of the results as soon as possible.

10. Once a Refund Has Been Identified, Who Does All The Work to Recover It?

The SALT Group's® services are TURN-KEY, and virtually no work is required from you or your staff. Our team will do what is required to identify, file for, and recover your company's refund.

11. Our Financial Information is Very Sensitive. What About Confidentiality?

The SALT Group® strictly observes confidentiality at all times. As per our Service Agreement: "All data furnished to The SALT Group® shall be held confidential except as may be required in the performance of this agreement." Also, we review your company's accounts payable invoices, not your general ledger or P & L Statements.

12. Why Would I Use The SALT Group® To Do What My CPA Does For Me?

At \$150 – \$200 per hour it's not cost-effective for your company to have them review every single invoice, especially those that show only a few dollars of tax. The SALT Group® reviews all accounts payable invoices no matter how large or how small, and since we work on a contingency fee basis, there's no risk in having our consultant review those invoices for you.

13. The State is Auditing Us Now. Is the Timing Right For A Refund Review?

Yes. As the state presents its preliminary findings, The SALT Group® will help you reduce their assessments (and any penalties and interest) while performing a sales & use tax refund review concurrently. The refunds we find will help further reduce, offset, or even overcome the State's final assessment.

14. Does Working With The SALT Group® Ever Involve Any Long Term Commitments?

No. Our service is a one-time engagement, so there are no ongoing obligations required when working with The SALT Group®.



Non-Invasive, Risk-Free Sales & Use Tax Refund Reviews Since 1988

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