



Sales Tax Nexus Checklist

16 questions that reveal whether you owe sales tax in states you haven't registered in — before a state finds you first.

Physical Presence

- ☐ **Do you have an office, store, or warehouse in another state?**
Any physical location — even a co-working desk — can create nexus.
- ☐ **Do you have employees or contractors working in other states?**
Remote workers often create nexus in their home state without you realizing it.
- ☐ **Is your inventory stored in other states — including Amazon FBA?**
Fulfillment warehouses count as physical presence in most states.
- ☐ **Do you attend trade shows or events in other states?**
Even temporary presence can trigger registration requirements in some states.

Economic Nexus

- ☐ **Do you know your total sales by state for the last 12 months?**
You can't assess economic nexus without this number. Most states use a \$100,000 threshold.
- ☐ **Have you crossed \$100,000 in sales into any single state?**
That's the most common economic nexus threshold — some states are lower.
- ☐ **Do you track transaction counts by state?**
Some states also use a 200-transaction threshold — high-volume, low-price sellers hit this fast.
- ☐ **Do you sell through marketplaces (Amazon, Etsy, eBay)?**
Marketplace sales may still count toward your thresholds even when the platform collects the tax.

Registration & Compliance

- ☐ **Are you registered in every state where you have nexus?**
Nexus without registration is exposure that grows every month.
- ☐ **Did you register before you started collecting tax?**
Collecting without a permit is illegal in most states — the order matters.
- ☐ **Do you know your filing frequency in each state?**
Monthly, quarterly, or annual — miss a frequency change notice and penalties start.
- ☐ **Are your exemption certificates current and on file?**
In an audit, missing certificates turn exempt sales into taxable ones — plus penalties.

Warning Signs



Have you received a notice or questionnaire from any state?

States send "nexus questionnaires" before audits. Never ignore one — and never answer one without advice.



Do you drop-ship to customers in other states?

Drop-shipping creates some of the most complicated nexus and exemption issues in sales tax.



Could you owe back taxes for periods before you registered?

Voluntary disclosure agreements can limit lookback periods and waive penalties — but only if you act before the state contacts you.



Has it been over a year since anyone reviewed your sales tax exposure?

Thresholds, laws, and your own sales change constantly. Annual reviews are the minimum.

Ready to Go From Checklist to Action?

If you checked warning signs above — or couldn't answer some of these questions — that's exactly the exposure we resolve. Multi-state sales tax is our specialty.

Schedule a Business Advisory Consultation

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