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What American Companies Need to Know About VAT

Wednesday, May 14, 2008
Noon - 1:00pm EST

American businesses expanding into the European Union face some very different concepts and practices in transaction taxes. During this webinar, we will isolate five areas where differences between Sales Tax and VAT are most pronounced:

- The impact that the multi-stage VAT has on cash flow
- The broad scope of the VAT that is imposed on nearly all goods and services
- How nexus is understood in the EU in economic rather than physical presence terms
- How a single electronic return filing and payment can satisfy VAT requirements for all 27 EU countries
- How a type of business use tax (the reverse charge) is being used to combat VAT fraud.

Even when VAT compliance is fully automated, a business needs to understand these concepts to optimize its performance overseas.

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Featured Speakers



Richard Ainsworth
Director of Government Affairs, ADP Taxware

Richard is licensed to practice in Massachusetts and New Hampshire. He has an LLM in taxation and 25 years of experience in U.S. Federal and State taxes, combined with a significant international exposure as the Deputy Director of the International Tax Program at Harvard Law School and as a Fulbright Professor of American taxation at the Osaka and Kyoto Universities, Japan. He is currently a lecturer in VAT in the LLM program of Boston University (School of Law) and a Visiting Professor of Ritsumeikan University in Kyoto, Japan.



Camilo Martinez
*International Tax Counsel -
International Tax Manager, ADP Taxware*

Camilo has an MBA and JD in private international law and is licensed to practice law in Brazil. He is also licensed as a Foreign Legal Consultant in Massachusetts. He has twenty years' experience in legal and corporate matters, having lived and consulted in England, France, Venezuela, Brazil, Hungary, and the United States. In Brazil, he gave lectures to representatives of the IRS and to the country's most important think-tank for international trade. Camilo is fluent in French, Italian, Portuguese, and Spanish.

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CPE Information



Prerequisite: None
Level of Knowledge: Basic
Advanced Preparation: None
Delivery Method: Group Internet, Q&A
Recommended CPE: 50 minutes = 1 CPE credit

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