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# Unclaimed Property • Audit Defense

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- **Are you equipped to handle an unclaimed property audit and mitigate the associated risk?**

*With states increasingly enforcing their unclaimed property laws and the number of state and third-party audits continuing to rise, businesses must be prepared to respond and react. In many cases, companies lack the resources and insight they need to manage and mitigate audit risk. Some businesses—many of them under-staffed in today’s challenging economy—dedicate internal, non-experienced resources to resolve their unclaimed property audit. Others utilize a third-party to help them address their unclaimed property needs. This is where MarketSphere can come in. Whether you have just been issued an audit notice or you are close to receiving your assessment, MarketSphere is uniquely positioned to help you navigate the audit process and negotiate the best possible final assessment.*

**Your may be at risk if you have:**

- *A sporadic unclaimed property filing history*
- *No reporting history*
- *Had recent acquisition activity*

Our staff has over 75 years of combined unclaimed property experience with subject matter experts formerly employed by state government, third-party auditors and industry. With our collective experience managing unclaimed property audits, MarketSphere has an unparalleled track record in the industry. Our deep knowledge of prior audits, state laws and the latest regulatory changes enables us to address the multiple issues raised during an audit. The combined strength of our industry knowledge and customized solutions gives clients a strategic advantage. Serving organizations across a range of industries, MarketSphere’s unclaimed property professionals understand the unique issues facing clients and their potential audit impact. Our solutions can help you resolve your unclaimed property audit quickly, while managing existing and future risk.



**Case In Point:** *With the applied expertise of MarketSphere, this leader in professional services dealt with an existing multi-state audit and the associated very large assessments, mitigated risk and achieved compliance in all jurisdictions while saving substantial amounts. The company achieved significant results:*

- Closed audit for 24 states
- Performed voluntary disclosures for 26 additional states
- **Achieved compliance with unclaimed property regulations in all jurisdictions**
- **Realized more than \$6 million in savings**
- Improved processes and overall maturity of unclaimed property business function for future annual reporting

## Audit Defense Services

Our services are designed to help companies of all sizes and in all industries address potential audit risk. These services range from offering Pre-Audit Assessments to complete Audit Defense services where we manage the audit and represent your company in front of the state. In all cases, our experience allows for a streamlined process and the most effective use of your internal resources.

MarketSphere offers a full range of audit services from Pre-Audit Assessments to complete Audit Defense.

<p><b>Pre-Audit Assessment Highlights</b></p>	<ul style="list-style-type: none"> <li>• Document reporting history</li> <li>• Identify if voluntary compliance agreements are warranted</li> <li>• Establish an optimal compliance strategy</li> </ul>	<p><b>Result:</b> <i>Identification of potential exposures before they reach critical stages.</i></p>
<p><b>Audit Defense Strategy Highlights</b></p>	<ul style="list-style-type: none"> <li>• Limit states participating in the audit to those that have provided notification of intent</li> <li>• Enter voluntary disclosure arrangements with non-participating states</li> <li>• Serve as liaison between auditors and client</li> <li>• Develop agreed-to ground rules</li> <li>• Analyze records and advise on expected auditor perspective</li> <li>• Apply alternatives to state estimation techniques</li> <li>• Ensure client facts and circumstances are reflected and interpreted correctly</li> <li>• Determine and apply mitigation steps</li> </ul>	<p><b>Result:</b> <i>Resolve unclaimed property audit quickly, while minimizing settlement amount and future risk.</i></p>



As states increase unclaimed property audits, you need an experienced holder's advocate. We can help you resolve your audit quickly and minimize your risk.

Contact MarketSphere today at 888.532.3002 or [www.marketsphere.com](http://www.marketsphere.com).

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