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Updated edition
October 2026

FREE GUIDE · FOR ONLINE SELLERS

Sell on Amazon, Etsy & Shopify With a US Company.

The non-US seller's playbook to forming a US LLC, getting paid in dollars, handling sales tax and staying compliant every year.

Choosing a State | LLC + EIN | US Banking | Shopify Payments · Stripe | Sales Tax | Form 5472

A GIFT IS WAITING FOR YOU

Read to the end for a special offer

Finish the guide and you'll find an exclusive Ze Filing offer for sellers on the last page.

GIFT INSIDE

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FREE GIFT

Read all the way through. A **special Ze Filing offer** for online sellers is waiting on the last page.

What a US LLC does for an online seller

Selling to US buyers from abroad is possible. Selling with a US company makes payments, banking and growth much easier.

Get paid in US dollars

Marketplace payouts land in a US business account, with fewer conversion losses.

Shopify Payments & Stripe

Both need a supported business country. A US LLC with an EIN qualifies.

Separate your liability

Business debts and claims stay with the company, not your personal assets.

Wholesale & supplier accounts

US suppliers often ask for a company, EIN and resale certificate.

Trust with US buyers

A US business name, address and phone build confidence on your own store.

Clean books, easy growth

One business account for all channels makes taxes and scaling simpler.

Honest answer: do you need one to start? Not always. Amazon and Etsy accept sellers from many countries. Etsy Payments, for example, supports Pakistan, India and Egypt through a Payoneer account. A US company matters most when you want Shopify Payments or Stripe, US banking, or to build a long-term brand. Check each platform's current rules for your country.

Amazon, Etsy & Shopify

What each platform asks for, and where a US company helps.

Amazon US

Marketplace · FBA or self-fulfilled

Professional plan $39.99/mo

- Passport or national ID and a recent bank or card statement
- An internationally chargeable credit card
- Phone number for SMS verification
- With a US LLC: EIN for the tax interview, US business address
- Bank account to receive disbursements
- Amazon may mail a postcard code to verify the address

Etsy

Handmade, vintage & digital products

6.5% transaction fee

- $0.20 per listing, renewed every 4 months or on sale
- US payment processing: 3% + $0.25 per order
- Offsite Ads become mandatory after $10,000 in yearly sales
- Pakistan, India & Egypt sellers can use Payoneer
- Countries not on Etsy's list cannot get paid directly
- A US LLC lets you open a US-based shop with a US bank

Shopify

Your own branded store

Shopify Payments needs a US business

- LLCs need an EIN to use Shopify Payments in the US
- Non-US owners without SSN or ITIN can verify with a passport
- Owners with 25%+ ownership must be listed
- Payouts need a full US checking account that accepts ACH
- Virtual US accounts may cause more payout failures
- You collect sales tax yourself on your own store

Fees and rules as published by each platform in 2026 and subject to change. Ze Filing is not affiliated with Amazon, Etsy or Shopify.

7 steps, in order

Follow this sequence. Each step depends on the one before it, and skipping ahead is the most common reason for rejections.

1	2	3	4	5	6	7
STEP 1	STEP 2	STEP 3	STEP 4	STEP 5	STEP 6	STEP 7
Choose state	Form LLC	Get EIN	Address & phone	Bank account	Connect stores	Stay compliant

01 Choose your state

Compare formation and yearly costs. You don't need to live there. See the next page.

02 Form your LLC

File Articles of Organization and sign an Operating Agreement. A registered agent in that state is required.

03 Get your EIN

Your company's tax number. Without an SSN or ITIN, it is applied for on Form SS-4 by fax or mail, not online.

04 Set up a US address & phone

A business address with mail scanning, plus a US number for verification codes.

05 Open a business bank account

Apply with your formation documents, EIN letter and passport.

06 Connect your stores

Register Amazon, Etsy and Shopify under the company name and EIN, with the business bank for payouts.

07 Stay compliant every year

Annual state report, Form 5472, sales tax where needed, and a registered agent renewal.

Where should a seller form the LLC?

For most non-US sellers, the state only changes your costs and paperwork, not where you can sell. Your LLC can sell to buyers in all 50 states.

STATE	FORMATION FEE	YEARLY STATE COST	GOOD TO KNOW
Wyoming POPULAR	$100	$60 minimum annual report	Low cost, no state income tax, privacy-friendly.
New Mexico	$50	$0, no annual report	Lowest running cost. Fewer filings to remember.
Delaware	$110	$400 annual LLC tax (from tax year 2026)	Investor-friendly courts. Higher yearly cost for a small seller.
Florida	$125	$138.75 annual report	Good if you plan a real US presence there.
Texas	$300	Franchise tax report; most small LLCs owe $0	Large market, higher formation fee.

State fees as of 2026, not including registered agent fees. Fees change, so always confirm with the state before filing.

OUR USUAL PICK

Selling only online? Start with Wyoming or New Mexico.

Both keep yearly costs low, and neither state income-taxes your LLC. Choose Wyoming for a well-known, stable setup, or New Mexico if you want the fewest filings.

WHEN TO CHOOSE DIFFERENTLY

Raising money or opening a US warehouse?

Investors often prefer a Delaware C-Corp. If you rent a warehouse or hire staff in a state, you may need to register there anyway.

What to prepare before you start

Having these ready turns weeks of back-and-forth into days.

FOR YOUR LLC & EIN

- [x] Passport (clear color scan, valid)
- [x] 3 company name options, ending in LLC
- [x] Your residential address and phone
- [x] Business activity in one line (e.g. "online retail of home décor")
- [x] Owners and ownership % for each
- [x] Email you check daily

FOR BANKS & MARKETPLACES

- [x] Articles of Organization (filed copy)
- [x] EIN confirmation letter (CP 575 or 147C)
- [x] Operating Agreement
- [x] US business address with mail scanning
- [x] Proof of address: utility bill or bank statement
- [x] Your store link or product photos

Keep it consistent. Use exactly the same name spelling, address and business activity on every form. Mismatches between your LLC, EIN letter and bank application are a top reason for rejections.

Full checklists for every service are free at **zefiling.com/required-documents**.

Where your payouts should land

Once your LLC and EIN are ready, open a business account that accepts non-US owners. Each provider sets its own rules and decides on every application.

1 Mercury
US business banking

US checking with ACH and wires, built for startups and online businesses.

Good for: Shopify Payments and Stripe payouts.

2 Relay
US business banking

Up to 20 accounts and 50 debit cards to separate ad spend, inventory and taxes.

Good for: Organizing cash flow by channel.

3 Wise Business
Multi-currency account

Receive in USD, pay suppliers in other currencies at the real exchange rate.

Good for: Paying overseas suppliers.

4 Payoneer
Marketplace payouts

Widely accepted by Amazon, Etsy and other marketplaces worldwide.

Good for: Multi-marketplace sellers.

5 Airwallex
Global business account

Collect in many currencies and accept payments globally.

Good for: Scaling e-commerce brands.

6 PayPal Business
Checkout wallet

Add PayPal at checkout on your own store, linked to your US business.

Good for: Extra checkout trust.

Shopify tip: Shopify Payments wants a full US checking account that accepts ACH. Virtual accounts can work but fail more often. Ze Filing is not a bank and is not affiliated with these providers. **Compare options →**

Who collects sales tax? It depends where you sell.

The US has no national sales tax. Each state sets its own rules, and who collects depends on your sales channel.

ON AMAZON & ETSY

The marketplace usually collects for you

Under "marketplace facilitator" laws in nearly every sales-tax state, Amazon and Etsy collect and pay sales tax on your orders. A few states still ask sellers to register or report, so check the states you ship to.

ON YOUR SHOPIFY STORE

You are responsible

Sales on your own website are not covered by marketplace laws. Once you pass a state's economic nexus threshold (commonly $100,000 in sales to that state), you must register, collect and file there.

WHAT TO DO

01 **Turn on tax tracking from day one**
Shopify can show where you are getting close to a threshold. Don't wait until you cross it.

02 **Register before you collect**
Collecting sales tax without a state permit is not allowed. Get the permit first, then switch on collection.

03 **Use a resale certificate for inventory**
With a sales tax permit, you can often buy wholesale stock from US suppliers without paying sales tax on it.

Ze Filing handles **sales tax permits and resale certificates** for online sellers. **Learn more →**

The $25,000 form most sellers miss

A single-member LLC owned by a non-US person is "disregarded" for income tax, but it still has an IRS filing every year, even with zero sales.

5472
+ pro forma 1120
Filed together, on paper, by the LLC.

Apr 15
Due date
Extension available to October 15.

$25,000
Penalty per form
For each year it is missed or incomplete.

WHAT COUNTS AS A REPORTABLE TRANSACTION FOR A SELLER

- Money you put into the LLC
- Money you take out
- Inventory you buy from yourself or related businesses
- Loans to or from the LLC
- Expenses you pay personally for the LLC

WILL I OWE US INCOME TAX?

Many non-US owners selling from abroad owe no US federal income tax, but it depends on your setup. Inventory in US warehouses (like Amazon FBA), US staff or a US office can change the answer. Get your situation reviewed.

WHAT ABOUT BOI REPORTING?

Under FinCEN's 2025 rule, US-formed LLCs, including foreign-owned ones, no longer file BOI reports. Only companies formed outside the US that register in a state must file. Rules can change, so check FinCEN before relying on this.

Dates every seller's LLC should know

Put these in your calendar the day your LLC is approved. Most penalties come from simply forgetting.

APR 15 — **Form 5472 + pro forma 1120**
Foreign-owned single-member LLCs. Extension to Oct 15.

MAR 15 — **Form 1065 for multi-member LLCs**
Partnership return. Extension to Sep 15.

MAY 1 — **Florida annual report**
Filing window opens January 1.

MAY 15 — **Texas franchise tax report**
Most small LLCs owe $0 but still file.

JUN 1 — **Delaware LLC annual tax**
$400 from tax year 2026.

ANNIV. WY — **Wyoming annual report**
Due on the first day of your formation month.

ALSO ON THE LIST

- [x] Registered agent renewal, usually on your formation anniversary
- [x] Sales tax returns monthly, quarterly or yearly, in each state where you're registered
- [x] Payment platform tax info updates when Amazon, Etsy or Shopify ask

Dates can shift for weekends and holidays. Ze Filing sends deadline reminders to clients so nothing is missed.

10 · AVOID THESE

7 costly mistakes new sellers make

1. **Opening store accounts before the LLC and EIN are ready**
   Changing your legal entity on Amazon later is slow and can trigger re-verification.

2. **Skipping Form 5472 because "there were no sales"**
   The filing is due even in a zero-income year. The penalty is $25,000.

3. **Using a registered agent address as your business address**
   Many banks and platforms reject it. Use a proper business address with mail scanning.

4. **Mixing personal and business money**
   It weakens your liability protection and makes Form 5472 harder to prepare.

5. **Ignoring sales tax on your own store**
   Marketplace laws cover Amazon and Etsy, not your Shopify site.

6. **Letting the annual report lapse**
   The state can dissolve your LLC, which can freeze bank accounts and payouts.

7. **Different details on different forms**
   Name, address and activity must match on the LLC, EIN, bank and marketplace.

Your seller setup, done for you

One partner from formation to yearly filings. You tell us what you need, we prepare the paperwork and guide every step.

US LLC formation →
Any state, with Articles and Operating Agreement.

EIN application →
Prepared on Form SS-4 for your situation.

Registered agent →
Official address in your state.

US address & mail →
Business address with scanning and forwarding.

Bank account guidance →
Compare providers and prepare your documents.

Sales tax & resale →
State permits and resale certificates.

Form 5472 + 1120 →
Yearly filing for foreign-owned LLCs, on time.

Bookkeeping & P&L →
Monthly books across all your sales channels.

Annual reports →
State reports and franchise tax, with reminders.

ITIN application →
Your personal US tax ID, via Form W-7.

1 Message us on WhatsApp or apply online

2 Upload documents through the secure portal

3 We prepare and file your paperwork

4 You get your documents and next steps

Ready to launch your US seller company?

Message us for step-by-step help with your LLC, EIN, bank account and marketplace setup. Real humans, one message away.

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YOUR READER GIFT

Free US LLC formation

Our formation service fee is **$0** until **December 31, 2026**. You only pay the state filing fee and registered agent. Mention **"SELLER GUIDE"** when you message us.

LIMITED OFFER

$0

LLC formation fee

ENDS 31 DEC 2026

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