



STATES OF AFFAIR

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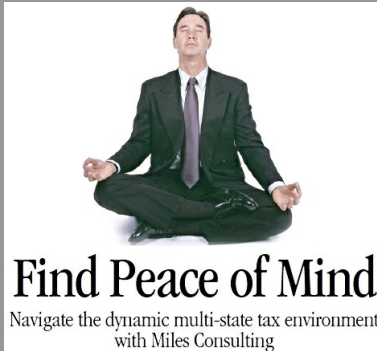
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Greetings!

Is it just me, or is the year flying by? Our phones and emails are flying too. We're seeing an increase in audit activity from the states, more aggressive positions regarding nexus, and as a result more companies that want to address their potential sales tax exposure before the states contact them.

Check out the multi-state tax articles in this month's newsletter. We take a look at what foreign companies need to think about when engaging with U.S. businesses. We look at a new directive passed in Massachusetts regarding online sales tax. We put our state spotlight on Oklahoma. And to get yourself in the rainmaking mindset, there two articles about being accountable for yourself and ways to invest in yourself.

And with regards to building your sales pipeline, I am offering our Jumpstart Your Rainmaking webinar series again on August 2, 9, and 16. I hope you'll participate in it. The webinar presents some great strategies for building your sales pipeline and much more, such as goal setting and follow-up. You can register on my new [rainmaking website](#). Tell your friends about it too! It's a great investment in yourself and your practice.

Happy Summer,
Monika Miles
Miles Consulting Group, Inc.



IT'S ALL GREEK TO ME!- US MULTISTATE TAX FOR FOREIGN COMPANIES

Last month, I returned from an amazing vacation - a cruise of the Mediterranean. We started in Athens,

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Greece; spent just a couple days there enjoying the history, and then boarded our ship. The cruise took us to the Greek isles of Santorini and Crete, and then we sailed to Italy, the beautiful St. Tropez, France, and finally Barcelona, Spain.



In that spirit, many of our newer clients are from foreign countries. And U.S. state tax issues can be confusing to them (and to U.S. companies as well!).

[Click here to read more about how we can help U.S. and foreign companies.](#)

WHAT'S NEW IN MASSACHUSETTS? AN ONLINE SALES TAX UPDATE

In a previous article, we summarized [Massachusetts Directive 17-1](#), a new piece of online sales tax legislation that redefined physical presence to include downloaded apps and internet 'cookies' - the data websites store on users' computers and phones to track visits. While [Directive 17-2](#), which repealed the prior directive, was announced at the end of June, the original law redefining physical presence (or [nexus](#)) was so distinctive that we wanted to take a closer look at the rule, in light of MA and other states getting even more aggressive.



[Click here to read more about this new directive.](#)

STATE OF THE MONTH- OKLAHOMA

This month brings us to the Sooner State of Oklahoma. The state lies between the Great Plains to the West and the Ozark Plateau to the East and is in the Gulf of Mexico watershed, generally sloping from the high plains of its western boundary to the low wetlands of its southeastern boundary. With small mountain ranges, prairies, mesas and eastern forests, most of the state lies in the Great Plains, Cross Timbers, and the U.S. Interior Highlands, a region prone to severe weather.



[Click here to read more about Oklahoma's tax landscape.](#)

RAINMAKING- MID YEAR ACCOUNTABILITY

We are just past the mid point of the year! If you're the kind of business owner who likes to pause and take stock of where your company is at a given time - this is a pretty good time to do it. In my Rainmaking courses I

talk to my participants a lot about accountability. If you don't stop and periodically review key indicators in your firm like progress toward your sales goals for the year, the progress (and potential lagging points) of longer projects, your collection rate on receivables, and your rate per hour (or profitability of fixed fee projects, if applicable), then how will you know how to adjust in the next half of the year? This is particularly important for those in the businesses of selling services - like accountants, attorneys, and consultants. Your inventory is time. Are you on track with your inventory management?



[Click here to read more about being accountable for your goals.](#)

INVESTING IN YOURSELF- TIME, MONEY & ENERGY

As Rainmakers, we have to make daily decisions about where to focus our energy. If you're in the business of just selling work (as opposed to fulfilling client projects as well), it's relatively easy to decide. But most of us are pulled in many directions with competing priorities. And while we all inherently deal with these things daily, sometimes it's good to take a deeper look at where we are spending our time, money and energy.



I've had a few occasions lately to think about what the investment of these three valuable commodities means in terms of my business and my life. Here, I discuss some areas where making an investment can really pay off in building your sales pipeline:

[Click here to read more about making personal investments to build your sales pipeline.](#)

What's Up at Miles Consulting?

Speaking: Next month, Monika will be presenting her Jumpstart Your Rainmaking Webinar on August 2, 9 and 16. To get more information and register for the series, [click here](#).

Networking:

[NAWBO SV](#)- As the Immediate Past President of the National Association of Women Business Owners, Monika invites you to its meeting on Tuesday, August 15. Chester Santos, the International Man of Memory, will be speaking about memory training for professionals. [Click here for more details.](#)

[AFWA](#) - As a member of the Accounting & Financial Women's Alliance, Monika invites you to its next membership meeting on July 25th. The speaker will be Paul Duren from Bridge Bank. [Click here for more details.](#)

Educating:

Don't forget - We do customized multi-state tax presentations for local accounting firms; invite us to do one at your firm! Stay tuned for upcoming webinars!

For more information, please call us at 408-266-2259.

About Miles Consulting

Miles Consulting Group is a professional services firm specializing in multi-state tax solutions. We address state and local tax issues for our clients, including general state tax consulting, nexus reviews, credits and incentives maximization, income tax and sales/use tax planning, and other special projects. We also specialize in California tax credits and incentives. For more information visit, www.milesconsultinggroup.com.