



STATES OF AFFAIR

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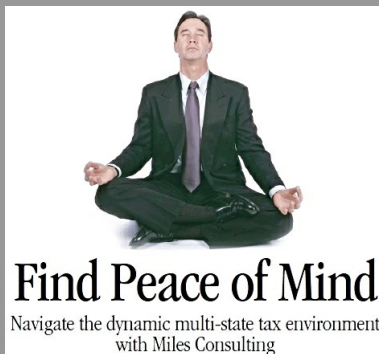
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Greetings!

Welcome to Summer! The Summer Solstice, which signifies the longest day of the year, arrived on June 21. Mother Nature has decided to go from winter straight to summer, as we are already having heat waves here in California.

On a personal note, I just returned from an amazing vacation- a Mediterranean Cruise which took us to Greece, Sicily, Italy, France and finally, Barcelona, Spain. It was a true get-away vacation. Thanks to everyone for allowing me to "Sharpen the Saw" and come back refreshed and ready to take on multistate tax again.

Check out some of the multi-state tax articles in this month's newsletter. We take a look at some interesting legislation passed in Indiana regarding economic nexus. We continue to look at how states (Nevada and New York) are navigating the online sales tax world. Finally, we put our state spotlight on the Land of Dixie, Mississippi.

Finally, I'm happy to announce the launch of a new website, www.jumpstartrain.com, which is dedicated solely to my rainmaking practice. On the new website, you can check out what my rainmaking program is all about, read testimonials from past participants and find out about other presentations that I offer. Also note that my next webinar series will be held on August 2, 9 and 16. Registration can be found on the website. If you have not already taken part in my Rainmaking Webinar Series, I encourage you to do so. You'll learn some great strategies on how to build your sales pipeline, goal setting, follow-up strategies and much more. Tell your friends about it too! It's a great investment in yourself and your practice.

Happy Summer,
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INDIANA- ANOTHER MOVE TOWARD ECONOMIC NEXUS

Multistate tax can be a cumbersome issue. When businesses sell their products across state lines, they need to think about whether they have taxable presence, or nexus, in the state and if their products are taxable.

Generally companies establish nexus by having a physical presence in the state. However, several states are pushing the boundaries of defining the physical presence in order to generate more revenue. Welcome to the concept of "economic nexus" and how they are interpreting it in Indiana



[Click here to read more.](#)

AN INTERESTING LOOK AT NEVADA AND ONLINE SALES TAX

If you've been following along with our series about various states' approach to online sales tax, you can see how multi-state tax issues can get confusing for business owners quickly.



At this point we have taken a look at how [Colorado](#), [Alabama](#), [Washington](#), [Texas](#) and [Arizona](#) establish nexus, which determines eligibility for state sales tax; in this article we review Nevada.

[Click here to read more.](#)

WHAT YOU NEED TO KNOW ABOUT NEW YORK'S ONLINE SALES TAX

Overall, the topic of collecting online sales tax is not as cut and dry as some would first assume, with ambiguous meanings and regulations, often confusing business owners. And hopefully, that's where we come in to help!



This month we travel to the land of Dixie, the southern state of Mississippi. The state is heavily forested with over half of the state's area covered by wild trees including mostly pine, as well as cottonwood, elm, hickory, oak, pecan, sweetgum and tupelo.



[Click here to read more about New York- the original click through state!](#)
[Click here to read more about Mississippi's tax landscape.](#)

RAINMAKING- READY TO LAUNCH?

When you think about building your business pipeline, going to networking events, and proactively reaching out to call on clients and prospects, do you feel overwhelmed? Not sure where to start? Not sure how to genuinely build those relationships that will hopefully someday lead to projects or referrals?



[Click here to find out answers to these questions.](#)

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 register for the Series, go to www.jumpstartrain.com.

Networking:

[NAWBO SV](#)- As the National Association of Women Business Owners President, 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.