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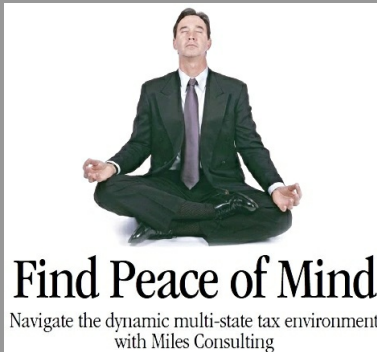
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Greetings!

When it rains, it pours! April showers have brought May flowers. Miles Consulting Group has been keeping busy with a full slate of clients needing multi-state tax advice. And we've been consulting on Rainmaking as well.

This month, I am excited to announce the launch of a new website dedicated solely to our growing Jumpstart your Rainmaking practice. I invite you to check it out at www.jumpstartrain.com for information on what the program is all about and how to register for an upcoming webinar series. We're doing another 3 part pipeline building series to be held July 12, 19 and 26.

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.

Finally, check out some of the multi-state tax articles in this month's newsletter. We continue to look at how states are navigating the online sales tax world. This month we take a look at Washington, Texas, and Arizona. Lastly, we put our state spotlight on the Land of Enchantment, New Mexico.

Happy Spring,
Monika Miles
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WHAT DO YOU NEED TO KNOW ABOUT WASHINGTON'S ONLINE SALES TAX?

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The online sales tax debate continues, with states taking matters into their own hands instead of waiting for Congress to decide how to settle the matter. However, not all states are approaching the issue the same way. We've already looked at current and potential legislation in [Colorado](#) and [Alabama](#); next we venture to [Washington state](#)!



A Summary of Washington's Online Sales Tax Legislation

As we've previously explained, Washington prompted online sales tax collection by expanding its definition of nexus. Back in 2015, they rolled out the [five-point internet sales tax solution](#), followed by establishing nexus through [click-through retail solutions](#).

[Click here to read more.](#)

ONLINE SALES TAX IN TEXAS: WHAT DO YOU NEED TO KNOW?

Have you been following the online sales tax debate? Congress hasn't been able to come up with a solution at this point, so states are taking matters into their own hands. This series showcases how various legislatures across the country are approaching the issue. Here's a look at Texas.



[Click here to read more.](#)

THE INSIDE SCOOP: ARIZONA'S APPROACH TO ONLINE SALES TAX

First WA, then TX, now AZ! The online sales tax debate is addressed a bit differently state by state. Keep reading to see how the Grand Canyon State is approaching the issue.



A Summary of Arizona's Online Sales Tax Legislation

Unlike the other states we've covered so far, Arizona interprets the 1992 court case, *Quill Corp. v. North Dakota*, a little bit more directly. The precedent set forth established that companies need to have a physical presence in the state (or [nexus](#)) in order for the state to collect sales tax on a purchase.

[Click here to read more.](#)

STATE OF THE MONTH- NEW MEXICO

Welcome to the Land of Enchantment! This month we travel to the southwestern state of New Mexico. The states of New Mexico, Colorado, Arizona and Utah come together at the Four Corners in the northwestern corner of the state, the only such occurrence in the U.S. Although a large state, New Mexico has very little water, with a surface area of only about 250 square miles.



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

What's Up at Miles Consulting?

Speaking: Monika just finished presenting her "Beyond the Staff Handbook" and Jumpstart Your Rainmaking program to a CPA firm in the LA area. Interested in customized training for your firm? Contact us!

Networking:

[NAWBO SV](#)- As the National Association of Women Business Owners President, Monika invites you to its meeting on Tuesday, June 20. Betsy Berkhemer-Credaire will be speaking about how NAWBO leaders make good corporate board members. [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.