



STATES OF AFFAIR

A PUBLICATION OF MILES CONSULTING

Issue 11

November 2016

In This Issue

[Sales Tax Exposure Revisited](#)

[New: Important CA state tax credits and incentives update](#)

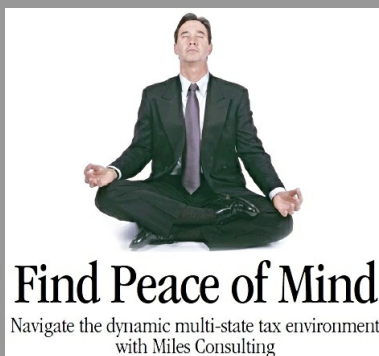
[The 10 Worst States for Women: Equality Issues Nationwide](#)

[State of the Month- Georgia](#)

[Rainmaking- Building the Pipeline for your Firm](#)

[What's Up at Miles Consulting](#)

Download Our Brochure



Quick Links

[Visit Miles Consulting](#)

Connect With Us



Contact Us

Greetings!

November has already proven itself to be a surprising month. We had an election that largely divided us, a World Series win by the Cubbies which inspired us, and a Super Moon which captivated us - all in the first 15 days of the month. My personal travels in the last 30 days have taken me to Colorado, Nevada, and Texas beyond my home state of California, and I've been intrigued and sometimes surprised by the things that are bringing us together as Americans, and those that are creating divisions between us. As I personally reflect on these things, as well as on my family, my friends, and my business colleagues and clients, I still come back to the notion that November is a month to stop and give thanks. Not just because the calendar says so. But because it's important as we sit around Thanksgiving tables all across this country next week and break bread with our relatives and loved ones (yes, even those same ones who we may have disagreed with on Facebook for the last several months) to remember that we did not get here alone!

And before we get too deep - that's a nice segue to remind you that you're never alone with your state tax questions! Check out our articles this month on sales tax exposure, updates on California's tax credits and incentives, a state tax spotlight on Georgia, and the country's 10 Worst States for Women.

It's also time again for our Jumpstart Your Rainmaking webinar series, beginning December 7. We are partnering with TaxConnections (thank you Kat Jennings) to offer the program for a very special year-end price. Click through to read more about the program to get your pipeline strategy in place for 2017.

Thank you to all my readers - clients, friends, family - for your support this year and in years past. I'm grateful for all that you bring to my life.

All the best,
Monika Miles
Miles Consulting Group, Inc.

Address: 3150 Almaden
Expressway, Suite 234

Phone: 408.266.2259
Fax: 408.266.6284

Email:
info@milesconsultinggroup.com

Join Our Mailing List!



Hot State Tax News

SALES TAX EXPOSURE REVISITED

In our practice, we see many new clients who have sales tax exposure issues. And we, of course, are happy to help them identify and then mitigate that exposure. Sales tax exposure can add up quickly. Sales tax is a gross tax and if not properly collected from the buyers at the time of the sale, it can come back to haunt the seller later.



Read on for some examples of how the liabilities can really add up- and how we can assist in remedying them.

[Click here to read more.](#)

NEW: IMPORTANT CA STATE TAX CREDITS AND INCENTIVES UPDATE

Are you trying to pursue California's state tax credits and incentives? If so, there are [three recent updates](#) you may want to know about:



California Competes State Tax Credit and Online Reporting Requirements

Film & Television State Tax Credit Application Dates

Film & TV Credit Expenditures and Payroll

[Click here to read more.](#)

THE 10 WORST STATES FOR WOMEN: EQUALITY ISSUES NATIONWIDE

Regardless of your politics, this was a notable election for many reasons, one of which was the possibility of our nation's first female president. Yup, we're still waiting! This article takes a look at how women fare in states across the country. [This article](#) ranks the 10 worst states for women, based on economy, leadership and health

(pulled from census data).
Keep reading for the results.

[Click here to read more.](#)



STATE OF THE MONTH- GEORGIA

The last of the original thirteen colonies is Georgia, the Peach State. Georgia is also known as the Empire State of the South. The state has varied terrain with mountains and natural rock in the northwest, urban areas, forest in the southern part and farmland.



There are also many points of interest that attract visitors to Georgia. In Atlanta, there are the World of Coca-Cola and the Georgia Aquarium. Stone Mountain, just north of Atlanta, is Georgia's most popular attraction, receiving over 4 million visitors per year. Callaway Gardens, in western Georgia, is a family resort. The area is also popular with golfers.

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

RAINMAKING- BUILDING THE PIPELINE FOR YOUR FIRM

Most of us don't like to have to go out and sell - partly because it makes us feel like we are "asking" for money. In my last [Rainmaking blog](#), I asserted that it's hard to ask for money and that theme continues to resonate.



But what if asking for money were easier? What if it didn't have to seem like asking for money? What if asking your clients to assist them with their tax, accounting and finance needs just seemed like an ordinary part of the conversation?

[Click here to read more.](#)

What's Up at Miles Consulting?

Speaking:

Here is a calendar of speaking events in the next month. Join us at one of Monika's upcoming presentations:

- Webinar through CPA Academy on "How to Have the Full Circle Sales Tax Conversation with a Client," on Tues., Nov. 29th. [Click here](#) to register for the webinar.

- Three part webinar series on "Jumpstart Your Rainmaking," on Dec. 7, 14, and 21st. [Click here](#) to register for the series.

Networking:

[NAWBO SV](#)- As the National Association of Women Business Owners President, Monika invites you to attend their holiday luncheon on December 13th. [Click here for more details.](#)

[AFWA](#) - As a member of the Accounting & Financial Women's Alliance, Monika invites you to attend our chapter's holiday party on Dec. 13. [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.

FUNDRAISING UPDATE- MAKING STRIDES

In October, we had a great month of fundraising for the cause that is near and dear to my heart- breast cancer awareness. Many of you helped us raise over \$12,000! Yahoo! Thank-you to all of my supporters for your generous donations. All of your efforts are truly appreciated. Let's see if we can surpass this amount next year!



[Click here to go to my team page and see exactly how much money we have raised.](#)

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.