



STATES OF AFFAIR

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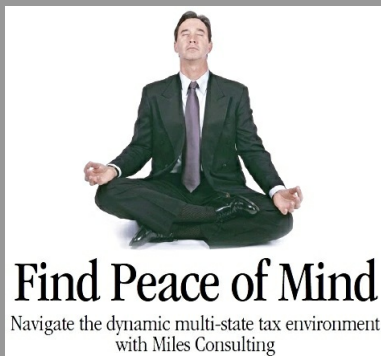
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Greetings!

October brings us falling leaves, Halloween, breast cancer awareness month, the return of hockey (Go Sharks), and the baseball playoffs. It also finally signals the end of most of the tax return filings for our tax compliance colleagues and their extended clients.

On the sales tax side, the online sales tax debate is still a hot topic in Congress. Check out the article below that outlines which bills are still in the news. There are also some new deadlines for tax returns in California to be mindful of. And this month, we put our state spotlight on West Virginia.

At Miles Consulting Group, the last quarter of 2016 proves to be a busy time for presentations, both in multi-state tax issues and Rainmaking. Please see the list below for details on the presentations that I will be giving and how to take part in them.

Close to my heart this month (and really all year) is breast cancer awareness and fundraising to find a cure. If you know someone who has been touched by cancer (and you do!), consider honoring them by making a donation to an organization like The American Cancer Society's Making Strides against Breast Cancer this month. I've been raising money for 18 years and would be honored to add you to this year's "honor roll" if you feel so inclined. Check out my link below. Thank-you in advance.

All the best,
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Hot State Tax News

SALES TAX NON-COMPLIANCE: WHAT'S YOUR EXPOSURE?

An entrepreneur's dream is to start her own business and witness it grow. First, she wants to see it grow locally. And then, she may see it grow statewide. Whether the company is a small retail operation or a cutting edge technology company, the next step up may be overwhelming as the business begins to operate across state lines. At that point, there are many strategic and tactical issues including hiring employees or contractors operating in other states, or the maintenance of inventory. These can lead to nexus, or taxable presence. And now the company has potential filing issues, for state unemployment, state income tax and sales tax. Many of these items are initially overlooked and can cause significant exposure- even for small start-up companies.



[Click here to read more.](#)

ONLINE SALES TAX REVIEW: WHAT DO YOU NEED TO KNOW?

Have you been keeping up with the online sales tax debate? Are you curious which pieces of internet sales tax legislation are still circulating in Congress? Here's a quick summary of the current bills we've been watching, and the pros and cons for each one.



[Click here to read more.](#)

IMPORTANT CHANGE: WHEN ARE CORPORATE/ PARTNERSHIP TAX RETURNS DUE?

Do you take notice when it comes to new California tax laws and updates? Here is one that taxpayers and tax preparers alike will want to pay attention to.



Assembly Bill No. 1775: Updated Due Dates for Corporate and Partnership Tax Returns

Signed by Governor Brown in September 2016, a recent change to California tax law revolves around due dates for corporate and partnership returns.

[Click here to read more.](#)

STATE OF THE MONTH- WEST VIRGINIA

Known for its mountainous landscape and rolling hills, this month we travel east to West Virginia. The state has a rich history and is embedded in the Appalachian Mountains.



West Virginia is known for a wide range of outdoor recreational activities, such as skiing, whitewater rafting, fishing, hiking, backpacking, mountain biking and hunting. For something on the calmer side, the state offers many golf courses.

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

RAINMAKING- A MARKETER IN AN ACCOUNTANT'S BODY

Have you ever taken one of those personality tests like the Myers Briggs, or DISC that help to nicely or neatly (maybe?) put you in a perfect little box? They can tell you whether you're an introvert or an extrovert, or feeling vs. thinking, or any number of other things about how you'll get along with certain other personality types. I have a love/hate relationship with those tests. Why? Because I'm convinced that I'm pretty close to the middle on most of the categories, and so I see them as a challenge.



Along those lines, can accountants be good at marketing?

[Click here to read more.](#)

RAINMAKING- IT'S HARD ASKING PEOPLE FOR MONEY

Ask people some of their least favorite things to do (at least professionally) - and you're likely to get some familiar responses - public speaking, firing an employee (or a client), getting into confrontation, and selling! And selling professional services often tops that list - even for salespeople.



A big part of being successful in rainmaking and building a sales pipeline is to put yourself in a sales mindset. And that comes from within.

[Click here to read more.](#)

What's Up at Miles Consulting?

Speaking:

The speaking calendar is a little crazy in the next few months. 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." (Mon., Oct. 24th and Tues., Nov. 29th). [Click here](#) to register for the webinar.
- A two hour workshop at the annual conference for the Accounting and Financial Women's Alliance on October 27, in Denver, called "Jumpstart Your Rainmaking." For more information, [click here](#).
- Webinar on Monday, November 14, through CPA Academy, titled "Sales Tax Hot Topics for CPAs- SALT Issues Affecting your Clients Today." [Click here](#) to register.
- Presentation to CalCPA on Multistate Nexus and Taxability concerns on Nov. 15.
- AFWA San Francisco on Nov. 16th about "Jumpstart your Rainmaking."
- Three part webinar series on "Jumpstart Your Rainmaking," on Dec. 5, 12, and 19th. [Click here](#) to register for the series.

Networking:

[NAWBO SV](#) - As the National Association of Women Business Owners President, Monika invites you to their monthly meeting on November 15th. Mimi Donaldson will be speaking on how to "Be Pitch Perfect Anytime- How Speaking Up Can Grow Your Business." [Click here for more details.](#)

[AFWA](#) - As a member of the Accounting & Financial Women's Alliance, Monika invites you to participate in the next membership meeting on Tuesday, October 25. Jake Solis will be speaking about "Learn to Work Efficiently with Excel to Save Time and Money." [Click here for more information about the meeting.](#)

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

This year marks Monika's 18th year with fundraising for Making Strides Against Breast Cancer. To date, she has raised over \$175,000 and over \$10,000 this year alone. With your help, let's see if we can get up to \$200,000 this year.



[Please donate to this worthy cause or join Monika's team here.](#)

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.