



Issue 10

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Dear Monika,

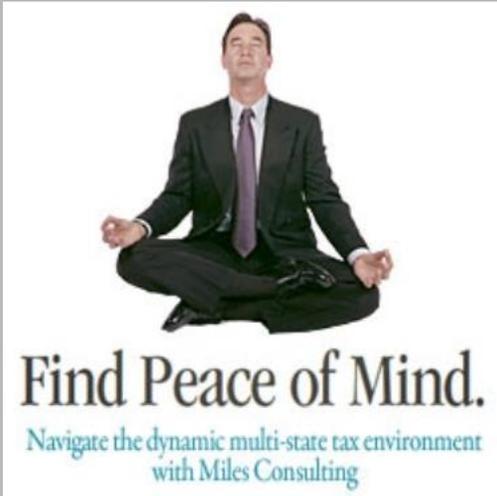
Happy Trick-or-Treating! October is always a fun month. Even if you're not knocking on other people's doors, it's fun to watch the little kids with their costumes trying to get as much candy as possible.

I know you are probably not expecting candy from me, but the good news is that October has been filled with many "treats" in the form of tax news AND a new offering from Miles Consulting. In the past month, there has been a lot of activity with various state amnesty programs, legislative updates, and our focus on Louisiana.

In addition, we have something new and different from Miles Consulting. I would like to introduce our **Rainmaker Series** which includes weekly blogs and a trio of webinars in the upcoming month. Rainmaking is a topic that you might not expect from us at a multi-state tax consulting firm; however this is something that is dear to my heart and I want all of you to be a part of it. Over the years, I have developed skills and experience in building Miles Consulting Group. Now, I want to share some of those strategies! Below are the recent blogs that introduce this series. And [Click here to Register](#) for our November webinar series "**Jumpstart Your Rainmaking.**"

If you want to know more about any of the items in this month's e-newsletter or what we do at Miles Consulting, please [contact us](#).

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



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Rainmaker Series

Welcome to the Rainmaker Series

According to Wikipedia, “In business, a **rainmaker** is a person who brings in new business and wins new accounts almost by magic, since it is often not readily apparent how this new business activity is caused.” In short, rainmaking is about bringing in the business – by magic, or simply hard (yet targeted) work.



Why talk about Rainmaking here and now?

I’ve spent over 20 years building my career consulting with companies about their multi-state tax issues. And I’ve spent the better part of the last 13 years marketing my expertise to prospects and future clients in my own business. Over those years, I’ve honed a linear, repeatable process that has been successful for me. [Click here to read more.](#)

Rainmaking and Your Sales Mindset

Like many of my readers, I’m a financial person. I certainly didn’t start out wanting to be in sales and marketing! Now, some of the biggest compliments I can get are, “Are you in sales?” OR “You don’t SEEM like an accountant! You have a much better personality.” Thank you very much.



For many of us in public accounting or financial consulting, the thought of having to go out and drum up business is scary and daunting. Our profession is largely comprised of very bright, yet often introverted individuals that very much want to get to the right answer, and in the process benefit our clients. Many

of us are good with people as well and genuinely want to build relationships of trust and longevity with our clients.

Yet when we think about “Selling” – which often comes at the very beginning of that relationship that we wish to build, we get outside of our comfort zone. [Click here to read more.](#)

HOT STATE TAX NEWS

Amnesty Program Activity

We are seeing a lot of amnesty program activity taking place among the states right now. So what is an “amnesty program”? It is a specific initiative determined by a state’s legislature and governor, where delinquent taxpayers can come forward,



make themselves known to the state, and file tax returns (and pay taxes) on specific taxes that the state designates through the program. An amnesty limits the taxable period covered, (e.g. all taxes due before 1/1/13), and the time period for coming forward (e.g. the taxpayer must come forward between 9/1 – 10/15/15 to be eligible).

The benefit to an amnesty program is it allows taxpayers to come forward voluntarily for back taxes. The understanding is that the taxpayer comes forward and the state will generally waive penalties and interest; it’s a method of bringing companies into compliance in a non-punitive way.

Sounds like a great idea – right? [Click here to read more.](#)

Example: Amnesty Programs In Action

Although there are benefits to these types of programs, we have some objections to the way they work, including:

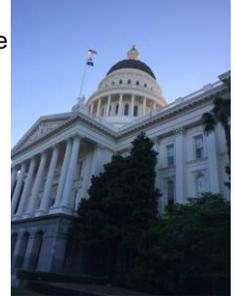


1. A client fact pattern often needs to fit exactly into the state’s amnesty time window to be effective.
2. The types of taxes considered under the amnesty can be limited and may not encompass our client’s entire picture.
3. The rules for an amnesty program tend to be fairly rigid, not offering much leniency for either overpayments or underpayments.

Here's an example of amnesty programs' benefits and potential pitfalls from one of our clients, exemplifying how each state's treatment of a similar issue is different, making multi-state taxes even trickier. [Click here to read more.](#)

What's Out and What's In for California Legislation

October 10th was a very busy day for Gov. Jerry Brown as decisions were made on the status of multiple bills. The Governor of California vetoed a package of nine bills that would have created new tax credits for the state. [Click here](#) for a list of recently vetoed Assembly and Senate bills.



Focus on Louisiana

Louisiana is known for its soulful music, amazing food and rich heritage. The state's multicultural background comes together in the form of festivities and lively interactions with the locals. Its annual Mardi Gras festivities and extravagant floats bring visitors from all over the world. After suffering a tragic loss in the form of Hurricane Katrina ten years ago, the state has been putting emphasis on its efforts to restore business and livelihood. Louisiana's economic rise has been as hot as its climate.



Business Climate

For years, Louisiana has suffered a reputation as a challenging state in which to do business. However, Louisiana has been making significant changes. Since Gov. Jindal's election to office in 2008, he has initiated state governmental ethic reforms and business tax cuts. [Click here to read more.](#)

What's Up at Miles Consulting?

Speaking:

Monika will be presenting two educational sessions at the AFWA National Conference which will be held in Pittsburgh, PA on October 26-28. [Click here to register.](#)

Workshop Details:

"Multistate Tax Hot Topics" on October 26. Is your company transacting business across state lines? If so, are you familiar with state nexus and taxability rules applying to your industry? We will cover state tax basics as well as recent updates impacting multi-state business both in sales tax and income tax, including on-line sales.

"Rainmaking for Accountants & Finance Professionals" on October 27. In sales, "rainmaking" refers to the process of bringing in new business, almost by magic, since it may not be readily apparent how it's done. In reality, rainmaking is not magic, and it takes a lot of hard work. This course will provide proven tactics to increase your rainmaking talents.

Networking:

[NAWBO SV](#) - As the National Association of Women Business Owners President, Monika invites you to join in a fun-filled evening for the upcoming Monthly Meeting on November 17. [Click here](#) for more details and to register.

[AFWA](#) - As a member of the Accounting & Financial Women's Alliance, Monika invites you to participate in the October Membership Meeting on October 27 from 6:00pm-9:00pm. Guest speaker Lynda Boman will be speaking about **"Charitable Giving - How to Assess a Charity's Financials."** [Click here](#) for more details and to register.

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.

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