



Issue 4

April 2016

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Dear Monika,

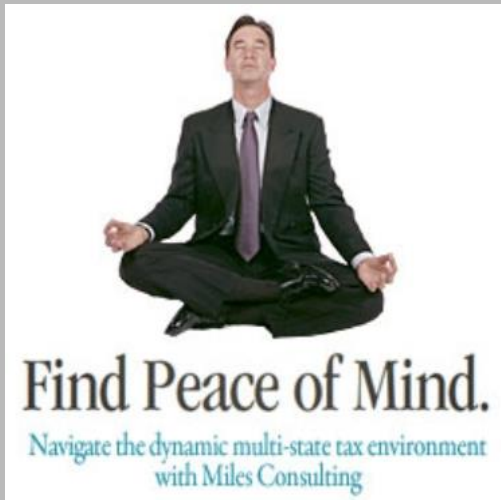
Last month, we celebrated Miles Consulting's 14th anniversary to kickoff the spring. It's been a wonderful season thus far and the sun continues to shine at our practice. I know for most accounting professionals, the busy season just ended and a vacation might be right around the corner. Hopefully some of you enjoyed some "Spring Break" time as well.

You know what they say about "April showers and May flowers?" Get your umbrellas and raincoats ready because next week, our long awaited "**Jumpstart Your Rainmaking**" series is returning again with a heavy downpour of sales and marketing strategies to help you generate your revenue and keep a steady pipeline. By the end of the program, you will have a clear road map in further developing your business. [Click here](#) for more information and to register yourself or someone in your practice that could use a "jumpstart." Extended: Early bird registration ends Friday!

In this month's newsletter, we give you updates on a few states making bold statements about nexus standards. We also continue to explore the technology industry with state tax issues for BioTech and pharmaceutical companies. And finally take look at our Rainmaking series about our next webinar series and the art of using video in indirect marketing.

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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## HOT STATE TAX NEWS

### Is Nexus Necessary for State Taxes? Not According to these States!

Two states, Louisiana and Alabama, recently passed legislation allowing them to tax companies making sales in the state via the Internet, even if the business doesn't have a physical presence, or [nexus](#). What do these laws entail, and how do they affect companies?



These two new laws expand the definition of nexus in an attempt to collect additional revenue. While Alabama's regulation ties the sales back to tangible personal property, as opposed to Louisiana's law, which only requires an Internet link, they're both technically unconstitutional; the [Quill Corp. v. North Dakota](#) Supreme Court Case in 1992 defined nexus as an actual physical presence in the state.

[Click here to read more.](#)

## [State Tax Series] BioTech and Pharmaceutical Industry & Multi-state Tax Issues

### An Overview of the BioTech and Pharmaceutical Industry

BioTech companies specialize in researching ways to duplicate or change living cells in an effort to make them more predictable and controlled. They rely on genetics research to create products to help improve quality of life or cure those with a variety of diseases and conditions. The [top](#)



[BioTech companies](#) currently include Emergent Biosolutions Inc, Amgen Inc, Abbvie Inc and Immucell Corp.

Pharma companies specialize in drugs. They extensively research them in-house in addition to licensing them from academia, other firms and biotech companies. [Examples](#) of these companies include Pfizer, Merck & Co, Johnson & Johnson and Bayer.

Curious what state tax issues these companies face?

[Click here to read more.](#)

## Focus on Alabama

Alabama has come a long way from its troubled past to be a state in the forefront of innovation. The State has not only given us a dynasty in college football (for those Crimson Tide fans), but it also has given us a foundation for a steady economic presence internationally.



### **Business Climate**

Alabama's economic growth is a result of its development as a manufacturing hub for transportation and technology. The State has managed to attract automotive companies such as Mercedes-Benz, Toyota, Hyundai, and Honda. In addition, Alabama is also thriving in the aerospace industry. It is the home for major manufacturers of commercial flight airplanes such as Airbus and Boeing. Alabama is continuously pushing for advancements in technology and expanding its reputable industry sectors.

### **Tax Climate**

According to the Tax Foundation's 2016 State Business Tax Climate Index, Alabama ranks 29th out of 50 states.

[Click here to read more.](#)

## **Rainmaker Series**

### **Rainmaking - Kicking off the Next Webinar Series**

I'm excited to report that we are once again preparing to deliver the "Jumpstart Your Rainmaking" webinar series, beginning May 4. The series is designed for professionals selling services. It focuses on how to develop the skills to keep your pipeline filled and how to generate revenue.



### Why Are We Doing This Now?

I'm an entrepreneur – and it's nice to help others grow. I've had a lot of help over the years, and I want to pay it forward as well. People needed this 20 years ago. I needed it 20 years ago. And it wasn't available. I'm making it available...as soon as possible.

So, here are those rainmaking skills and the passion behind them, developed into a short, easy to manage Rainmaker webinar series for accounting and finance professionals so that they may also benefit from my "accountant's approach to rainmaking" and apply it to their practices.

**When?** May 4, 11 and 18, 2016 at 2:00pm PST/5:00pm EST. Each part of the series will be one hour in length, plus 15 minutes for interactive Q&A.

[Click here to read more.](#)

## Rainmaking - Using Video in Indirect Marketing

I mentioned that the most important strategy (if you could only do one of them) is the direct strategy – the one-on-one contacts with your target audience or referral partners. But, indirect marketing like your website, blogs and video (among others) are a nice complement – and hopefully you have time, resources and a little bit of energy to dedicate to that as well.



### Why Use Video?

Images and videos are much more compelling to your audience than simply sending newsletters or link to websites. That's why my blogs always include an image, always include links to more information, and sometimes include links to video. I've just recently found an **affordable** way to share video. I tried it last December. And then had so much fun with it that I rolled out a 5 day "Rainmaking Forecast" to promote my Jumpstart Your Rainmaking program.

[Click here to read more and check it out!](#)

## What's Up at Miles Consulting?

### Speaking:

#### Networking:

[NAWBO SV](#) - As the National Association of Women Business Owners President, Monika invites you to an invigorating monthly meeting about sales and marketing strategies on May 17. Guest speaker Sam Brown will be presenting "**Swag Strategies: Otherwise it's Just Free \$h!t!**" [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 May Membership Meeting and gala (raising money for our annual scholarships) with guest speaker Ben Dupree presenting about credit reports and credit scores on May 24. [Click here](#) for a calendar of events.

#### 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](http://www.milesconsultinggroup.com).*

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