



Issue 1

January 2016

In This Issue

[Conducting Business in the Golden State](#)

[New Laws for 2016](#)

[How California's like Scrooge: Extending sales tax to services](#)

[Focus on Alaska](#)

[Rainmaking - Accountability: Keeping Yourself Honest](#)

[Rainmaking - And the Elephant in the Room](#)

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

Download Our Brochure

Dear Monika,

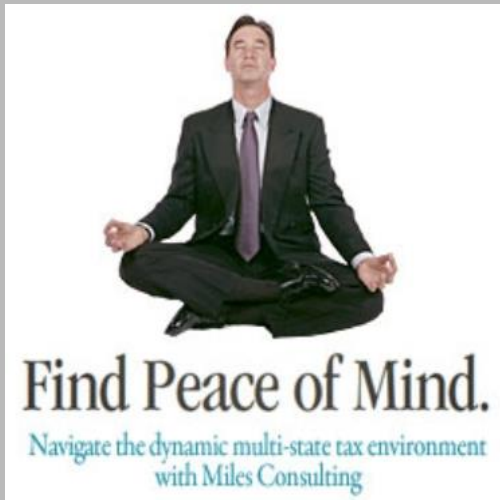
I think January is one of the best months of the year. This is a great time to lay out all your goals and plans for your career, personal, and other matters. Things are fresh! Personally, it is gratifying to take a moment and visualize some of the big things we hope to accomplish in 2016! Hopefully, you too have been reinvigorated by some new and creative ideas that you expect to experience in the near future.

As for Miles Consulting, we couldn't have started 2016 any better! In this month's newsletter, we discuss some of the new laws and tax proposals for doing business in California. We also visit the beautiful Alaska for the State of the Month and continue to provide our Rainmaking educational program. I am also proud to announce the completion of our inaugural webinar series, "**Jumpstart Your Rainmaking.**" If you were not able to join us at this time, there will be more opportunities in the near future. Check out our [video link](#) here to find out more.

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](#). And Happy New Year!

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





Quick Links

[Visit Miles Consulting](#)

Connect With Us



Contact Us

Address:

3150 Almaden Expressway, Suite 234
San Jose, CA 95118

Phone: (408) 266-2259

Fax: (408) 266-6284

Email: info@milesconsultinggroup.com

Hot State Tax News

Conducting Business in the Golden State

Do you conduct business in California? The state is known for a less-than-friendly atmosphere for clients, yet the economy is responsible for \$2 trillion in business annually. With 1.37 million businesses and 17 million workers, many companies are choosing to maintain a presence despite California's state tax system scaring many others away. In fact, [another article](#) recently concluded that California is one of the best places for new business. So what's the real story? It's probably something in between! The truth is, as the nation's largest state, California is a hub for commerce, and many businesses can't afford NOT to be here.



Why do businesses stay?

[Click here to read more.](#)

New Laws for 2016

Every year state legislatures enact a number of interesting laws. We thought we'd recap a few just to ring out 2015 and ring in 2016. Here are some changes to expect in 2016 in California, and a "feel good" favorite in Illinois – just because we love our animals in every state!



CALIFORNIA

Vaccination (S.B. 277): The amendment to the vaccination law removes the immunization exemption for personal belief for children attending public or private elementary or secondary school, day care, nursery, or development center. [Click here to read more.](#)

How California's Like Scrooge: Extending Sales Tax to Services

It's no secret California is constantly looking for new ways to increase its revenue. This past year alone, residents have seen a call for higher soda, insurance, energy, income and property taxes. It doesn't end there, though. State Senator Bob Hertzberg also proposed extending [sales tax](#) to include services as well.



However, if you look at the [numbers](#), California will end the current fiscal year with a \$7.9 billion surplus, even after enacting the largest spending plan in state history, which included an increase on education, paying down debt, creating new programs for the poor and adding billions to a "rainy day" fund.

About the New Bill

Like Scrooge, Sen. Hertzberg's proposal increases taxes to literally nickel and dime residents in every means possible. Falling under [Senate Bill 8](#) (or SB 8), the proposal would tax services like childcare, transportation, haircuts and more.

[Click here to read more.](#)

Focus on Alaska

Do you ever stop and think of where Santa Clause came from and lives? People say it's the North Pole. But could that famous workshop maybe be in Alaska?



Business Climate

The state is full of natural resources such as oil, natural gas, and lumber that aid its economy. The summer months attract thousands of tourists from around the globe. The state of Alaska prides itself in its natural beauty and resources. Many stores are open for business in the summer months to cater to tourists, while closing down in the slow winter months.

Tax Climate

According to the Tax Foundation's 2015 State Business Tax Climate Index, Alaska's tax system is one of the best in the country, ranking 4th out of 50. [Click here to read more.](#)

Rainmaker Highlights

Rainmaking - Accountability: Keeping Yourself Honest

Goal-setting is so important! And writing those goals down is imperative. There are statistics upon statistics that will tell you the hugely increased likelihood of achieving your goals if you write them down. The other important



part – after writing down the goals, is to revisit them periodically. How often is that? I recommend to review them several times per month. Yes – this is where the commitment comes in. Rainmaking doesn't happen overnight. It happens by building relationships and nurturing those relationships over time. In order to nurture a relationship, you must continue to connect with people on a regular basis.

Step 1: Goals as Swim Lanes

In my Rainmaking program, I refer to the annual goal setting process as developing your swimlanes for the year. What's a swimlane? [Click here to read more.](#)

Rainmaking - And the Elephant in the Room

Hopefully my readers are in full swing thinking about their revenue goals and rainmaking plans for 2016. Many of you in the tax preparation world are taking those last few deep breaths, doing a little networking and getting prepared for the busy season



onslaught. Those of you not in tax are also busy with year-end financial reporting and possible new projects for the new year. Unfortunately, busy season and busy season mindset is not conducive to consistently generating revenue and staying on a plan for rainmaking in the upcoming months. I've talked before about a consistent plan. And coming off of that plan for 2 ½ months isn't a great option.

The Elephant

The elephant in the room around this is our time restraints. It just stands to reason that during busy times we are not as focused on generating more revenue. Our mindset is that we barely have bandwidth to do the work in front of us in the next few weeks – let alone taking on additional work.

[Click here to read more.](#)

What's Up at Miles Consulting?

Speaking:

Monika will be speaking on "**Navigating SALTY Waters**" hosted by Abbott, Stringham & Lynch for emerging businesses on February 17. [Click here](#) for more details and to register.

Networking:

[NAWBO SV](#) - As the National Association of Women Business Owners President, Monika invites you to enjoy an evening of networking at the upcoming Monthly Meeting on February 16. [Click here](#) for more details. Members and guests are welcome!

[AFWA](#) - As a member of the Accounting & Financial Women's Alliance, Monika invites you to participate in the upcoming Membership Meeting on February 23 from 6:00pm-9:00pm. Guest speaker Annette Nellen will be speaking about "**Tax Update.**" [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.

If you no longer wish to receive our emails, click the link below: [Unsubscribe](#)

Miles Consulting Group, Inc. 3150 Almaden Expressway, Suite 234 San Jose, California 95118 United States (408) 266-2259