

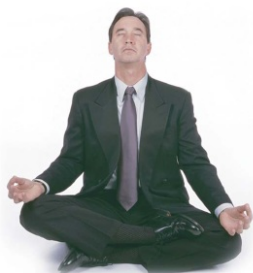


Issue 11 | November 2023

In This Issue:

- **Maximizing California's Sales Tax Exemptions for Businesses**
- **Understanding Consumer Use Tax: What It Is and Who It Applies to**
- **Understanding Sales Tax Permits for Direct Sales: When and How to Register**
- **Selecting the Right Sales Tax Compliance Outsourcing Provider**
- **Why Outsourcing Sales Tax Compliance is the Smart Choice**

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Dear Monika,

As we finish up November and head quickly into December, we want to express our gratitude for you! If you are receiving our newsletter, you are a friend, family member, client or future client, and we are grateful for each of you. We hope you had a nice and relaxing Thanksgiving holiday and that you are well into the transition to the craziness of the holiday season. Thank you for being a part of our state tax family.

Speaking of family, with 2023 rapidly finishing up, we are also looking forward into 2024 and adding a team member or two. If you, or someone you know, is looking for a new opportunity to work with an amazing team, terrific clients and a real opportunity for work/life balance, give us a ring. Or send your resume to [info@milesconsultinggoup.com](mailto:info@milesconsultinggoup.com).

This month's feature articles aren't festive, but they do cover some of the sales tax staples – consumer use tax, sales tax permits and sales tax compliance (and choosing the best option). Those could keep you company while you sip that peppermint mocha in front of the fire...or wherever is cozy for you!

Wishing you a happy holiday season ahead,

Monika Miles & Bill Loew  
Miles Consulting Group, Inc.

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## MAXIMIZING CALIFORNIA'S SALES TAX EXEMPTIONS FOR BUSINESSES

In a business world where seemingly every operational structure is subject to taxation, sales tax exemptions play a welcome role in aiding businesses with financial relief. California offers some specific [sales tax incentive programs](#) that can significantly influence a company's financial standing.



To learn more about maximizing California's sales tax exemptions for businesses, [click here](#).

## UNDERSTANDING CONSUMER USE TAX: WHAT IT IS AND WHO IT APPLIES TO

Consumer use tax is [a significant component of taxation](#) that often goes unnoticed by many consumers and businesses alike. Unlike sales tax, which is collected at the point of sale within one's home state, consumer use tax comes into play when purchases are made from vendors located outside of the home state, where sales or use tax wasn't collected. The fundamental purpose of consumer use tax is to ensure that individuals and businesses pay their fair share of taxes on goods and services used within the state, regardless of where those goods or services were originally purchased.



To read more about consumer use tax, [click here](#).

## UNDERSTANDING SALES TAX PERMITS FOR DIRECT SALES: WHEN AND HOW TO REGISTER

In the world of direct selling, maintaining a well-tuned operation is



crucial, and [sales tax](#) permits serve as the foundation of your business's authenticity and ethical standing. In this comprehensive guide, we'll delve into the significance of sales tax permits for direct sellers, explore the challenges that often arise in tax compliance, and equip you with actionable insights to ensure your business's compliance and credibility. And as you read on, please know that we can assist with the registration process. It's really the second in a series of steps: (1) understanding where you have nexus and are required to file, (2) registering for a sales tax permit, and (3) ongoing sales tax compliance – all of which are necessary to a full and successful sales tax strategy. We can help with all that!

To read more about sales tax permits for direct sales, [click here](#).

## **SELECTING THE RIGHT SALES TAX COMPLIANCE OUTSOURCING PROVIDER**

In [sales tax compliance](#), the decision to outsource becomes a critical juncture, with far-reaching



implications for the efficiency and effectiveness of your operations. Therefore, it is imperative to approach this decision-making process with a clear understanding of how to make an informed and well-considered choice in a tax compliance partner.

To read more about sales tax compliance outsourcing providers, [click here](#).

## **WHY OUTSOURCING SALES TAX COMPLIANCE IS THE SMART CHOICE**

Efficiently [managing sales tax compliance](#) is an essential component of modern business operations.



Companies often grapple with the ever-evolving landscape of tax laws and regulations, making the decision to outsource sales tax compliance a strategic move. This article delves into the reasons behind this choice and explores the wide-ranging benefits it offers to businesses striving for streamlined taxation operations and sustainable

growth.

To read more about why outsourcing sales tax compliance is the smart choice, [click here](#).

## What's Up at Miles Consulting?

### **Networking:**

#### [NAWBO-SV](#)

The November member orientation will be on November 29 from 9 to 10 am. Get to know the benefits of belonging, including events, programming and opportunities to increase your company's visibility. Also, meet a member of NAWBO HQ's Membership team! It will be a virtual event. For more information on this event, [click here](#).

Join us for the NAWBO & WIB holiday party on Dec. 6 from 6 to 7:30 pm at the Triton Museum of Art (1505 Warburton Ave Santa Clara, CA 95050). For more information, [click here](#).

#### [AFWA](#)

AFWA events are currently on hold. Stay tuned for more information.

### **Community:**

Monika is at it again- raising money for Making Strides Against Breast Cancer. Miles Consulting Group is also a corporate sponsor. [Click here](#) for more info & how to donate, if you'd like.

### **Educating/Speaking:**

Our blogs are frequently featured on [Tax Connections](#).

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 & taxability reviews, audit support, voluntary disclosure agreements, and other special projects.*

*We also specialize in SaaS and other technology industries. For more information, visit*

[www.milesconsultinggroup.com](http://www.milesconsultinggroup.com).

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