



Issue 10 | October 2023

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Dear Monika,

Boo! I just returned to the office after attending 3 events in the last week that are near and dear to my heart.

It started with a quick trip to Los Angeles to attend the ProVisors Group Leader Summit. What a great couple of days of networking, meeting professional colleagues from across the country, and focusing on the organization's mantra of "Know, Like, Trust, Refer". PV is a networking and referral organization, but more than that, it also cultivates real relationship building among consultants. If you should ever need an attorney, CPA, banker, insurance professional, wealth manager, etc., let us know – we probably have a good resource for you.

Then, I followed that up with a trip to Reno and the "Women Who Count" annual conference, sponsored by the Accounting & Financial Women's Alliance (AFWA). As a past National President of that organization, it's always great to meet up annually and see my sisters from across the country. This year, Miles Consulting Group was not only a participant, but also a sponsor and a speaker (2 sessions). In general, COVID has been tough on membership organizations, as people seem less inclined to get out, and get involved, and join boards. Would love to see people becoming more joined again. Really, seeing talented women in finance get together this week reminded me of the importance of getting together again.

And finally, on Saturday, we walked in the American Cancer Society's Making Strides Against Breast Cancer – Silicon Valley. Our firm once again sponsored the event, as well as fundraising for individual contributions. All in, we raised our stated goal of \$12,000. But, if you missed

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contributing, you can still do so, via this [link](#). Thank you to so many of you who did make a contribution to the cause. Read more about the event below.

Enjoy our articles this month that include a comprehensive guide to direct sales and sales tax, the Strides for Breast Cancer Event and a comparison between Florida and Georgia and their treatment of technology products for sales tax purposes.

Happy Autumn,
Monika Miles & Bill Loew
Miles Consulting Group, Inc.

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Direct Sales and Sales Tax: A Comprehensive Guide

As the sales landscape continues to quickly evolve to more online and less brick and mortar selling, retailers are finding that they must now be even more knowledgeable than ever about managing their sales tax compliance.



To learn more about direct sales and sales tax, [click here](#).

MAKING STRIDES- FOR 25 YEARS!

If you've followed our newsletter for a few years, you know that the firm sponsors and participates in the annual fundraising drive for the American Cancer Society's Making Strides Against Breast Cancer. This



year marks my 25th year walking in the event. And in those years, I've raised over \$290,000 in contributions. Not from large

corporate donations, but from individuals! During the month of October, I send many, many requests for contributions because I believe so strongly in this cause. My mom is a two time breast cancer survivor, and remains my biggest inspiration. And along the journey, I've met many more survivors and thrivers (and some who have lost the battle), and that's why I keep fighting the fight. I've personally witnessed that the money we raise helps researchers find better solutions to a breast cancer diagnosis. And the funds also go to helping patients with things like a 24/7 hotline they can call whenever they need to; rides to treatments if they can't get there on their own; and access to wigs and classes for how to look good and feel your best when treatments seem to rob you of your basics. And there's nothing more inspiring than seeing over 10,000 walkers (like at this weekend's walk through Great America in Santa Clara) in pink supporting the cause. I've also learned that while very rewarding, fundraising can be hard – even when the cause is a very worthwhile one. Why?

- It's hard to ask people for money. Money is very personal – as it should be. And the way people spend it is personal as well. Philanthropy is personal, and there are many good causes.

- Technology can be challenging. We send out several emails – some may go into spam, some are ignored because they look like solicitation, and some just never are read for whatever reason

- E-mail volume – if you're like me, you get over 100 emails in a day. Mine is in there somewhere asking you to take a few minutes to do something. I get it. You WANT to help and you'll get around to it, and then life happens and you forget. I always tell my fellow fundraisers – “Don't assume it's a NO, until someone tells you no. Otherwise just remind them that they probably want to help you.” Because generally people do want to help.

- You may not know where the dollars go! Here, they go toward research for a cure (and we really have made progress... I've seen it), patient services (like helping to drive patients to treatment, offering wigs and other “feel better” make-up and other items, and a 24/7 hotline), and advocacy.

So, why tell you all this? It's not to ask for a donation (although, if you'd like to, there's still time!), but to share with you both the kinds of things that your donation to an organization like ACS can do, and the importance of individual donations in general. Know that the people asking you for your donation are doing so humbly and with the best intention of supporting a

cause that's important to them. And I believe that we can all do just a little more to help our world be a more giving place.

Thank you for reading! And more importantly, thank you for your continued support. Here's to hitting the \$300,000 mark next year!



FLORIDA & GEORGIA AND SALES TAX- SAAS, SOFTWARE & OTHER

This month, we continue our blog series with a contrast of a couple of southern states – Florida and Georgia – specifically their treatment of technology items for sales tax purposes.



To read more about the tax landscape in Florida and Georgia, [click here](#).

What's Up at Miles Consulting?

Networking:

[NAWBO-SV](#)

The November webinar will be on Nov. 1 from 9 to 10 am. Learn why NAWBO is the “go-to” premier women’s organization for thousands of women business owners across the U.S. and how to harness it to power your dream. To register for the event, [click here](#).

Join us for an evening of connection, camaraderie and relaxation with other women business owners at the November

business social! It will be on Nov. 16 from 5:30 to 7:30 and will be hosted by The Don's Deli in Sunnyvale (121 South Francis Street Sunnyvale, CA). For more information, [click here](#).

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

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