

Direct Sellers, Be Prepared for Tax Season! Understand Network Marketing and Taxes for 2013!

© Jeffrey Babener 2013



Tax season is right around the corner for direct sellers. Are you prepared?

Consultants, have you kept track of your [IRS tax deductions](#)? Did you know that you can deduct such expenditures as meals, entertainment, home office space, and business and travel expenses on your taxes (within reason)?

Network marketing executives, do you know why MLM companies are not excluded from paying [sales taxes](#)?

What is your approach to collecting [sales tax](#)?

The [IRS](#) offers a significant amount of advice for direct sellers when it comes to taxes. The IRS defines “direct sellers,” outlines their potential income sources and common expenses, as well as provides many tax tips for those who may need to refresh their memories for the 2013 tax season.

MLM expert attorney, Jeff Babener, discusses the issues of taxes in network marketing in his video: [What are the Central Tax Issues for MLM?](#)

Lastly, visit the [mlmattorney.com tax page](#) for links to the necessary publications/forms, the IRS withholding calculator, and many other small business resources. And, don’t forget to tell us your tips on how you organize and prepare for tax season!

Visit [www.mlmlegal.com](#) and [www.mlmattorney.com](#) for more information on the network marketing industry.

Find us on our social networks:

[Google+](#)

[LinkedIn](#)

[Twitter](#)

[Myspace](#)

[Facebook](#)

Our next [Starting and Running the Successful MLM Company Conference](#) takes place February 27th & 28th, 2014 in Las Vegas. Call 503-226-6600 or 800-231-2162 to register.

This article is also available online at: <http://mlmattorney.com/blog/2013/12/10/direct-sellers-be-prepared-for-tax-season-understand-network-marketing-and-taxes-for-2014/>

www.mlmlegal.com

Welcome to MLM Legal - a valuable resource to the Multi-Level Marketing and Direct Sales Industry. Use this site to review interesting articles about this high growth industry. Keep current with the law and how it is affecting large and small companies throughout the United States. MLM Legal is sponsored by Jeffrey Babener of [Babener and Associates](#).



Jeffrey Babener
On Assignment

On any given day you can catch [Jeffrey Babener](#) lecturing on Network Marketing at the University of Texas or the University of Illinois, addressing thousands of distributors in Los Angeles, Bangkok, Tokyo and Russia, or writing a new book on Network Marketing, an article for Entrepreneur Magazine or a chapter for a University textbook. Over two decades he has served as marketing and legal advisor to some of the world's largest direct selling companies, the likes of Avon, Nikken, Melaleuca, Discovery Toys, NuSkin, and he has provided counsel to the most successful telecom network marketing companies...Excel, ACN, World Connect, ITI, AOL Select and Network 2000. An active spokesperson for the industry, he has assisted in new legislation and served on the Lawyer's Council, Government Relations Committee and

Internet Task Force of the Direct Selling Association (DSA) as well as serving as General Counsel for the Multilevel Marketing International Association. He is an MLM attorney supplier member of the DSA and has served as legal counsel and MLM consultant on MLM law issues for many DSA companies.

www.mlmlegal.com