

PUBLIC LAW 86-272 BRIGHT LINE TEST

Protected Activities

Solicitation of Sales

Soliciting orders

Advertising

Ancillary to Solicitation

Carrying samples

Setting up display racks

Car provided to salesperson

Passing orders & complaints to home office

Missionary sales activities

Coordinating shipment

Checking customer inventory

Display room for 2 weeks

Recruiting sales personnel

Mediating customer complaints

Employee home office

Independent Contractors may maintain an office

Taxable Activities

Making repairs or providing maintenance

Collecting current or delinquent accounts

D Investigating creditworthiness

E Installation after delivery

M Conducting training, other than sales personnel

I Technical assistance, other than for solicitation

N Resolving customer complaints

I Approving or accepting orders

M Repossessing property

I Securing deposits on sales

S Picking up or replacing damaged or returned property

Hiring or training personnel, unless engaged in solicitation

Z solicitation

O Using agency stock checks

N Display room in excess of 14 days at one location

E Carrying samples for sale or exchange

Owning or leasing property in state

Consignment of stock for sale

Maintaining an office, other than a home office

Entering into franchise agreements

Sales of intangible properties

In state sale or provision of services