

Advanced Sales and Use Tax Workshop 2023 Agenda

April 19-21, 2023 San Diego, CA

Breakfast and all workshop sessions held in the Terrazza Ballroom Lunch held in Sol Risa

| Wednesday, April 19, 2023 | | | | |
|---------------------------|---|--|--|--|
| 8:00 AM – 8:30 AM | Continental Breakfast | | | |
| 8:30 AM – 9:00 AM | Welcome & Introductions | | | |
| 9:00 AM – 10:15 AM | Sales Tax Resources to Make Your Job Easier - Lead Speaker: Diane Yetter with David Hughes, Kelly Smith and Trisha Davidson and the entire class | | | |
| 10:15 AM – 10:30 AM | Break | | | |
| 10:30 AM – 11:00 AM | Sales Tax Resources to Make Your Job Easier continued | | | |
| 11:00 AM – 12:00 PM | Industry Overview: Professional Services - Speaker: David Hughes | | | |
| 12:00 PM – 1:00 PM | Lunch | | | |
| 1:00 PM – 2:00 PM | Industry Overview: Hi Tech Speaker: Kelly Smith | | | |
| 2:00 PM – 2:45 PM | Consumer's Use Tax Deep Dive - Speaker: David Hughes | | | |
| 2:45 PM – 3:00 PM | Break | | | |
| 3:00 PM – 4:00 PM | Consumer's Use Tax Deep Dive continued | | | |
| 4:00 PM – 5:00 PM | Industry Overview: Manufacturing - Speaker: Trisha Davidson | | | |
| 6:00 PM | Welcome dinner at Farmer's Table Bayside 🐧 | | | |

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Thursday, April 20, 2023

| 8:00 AM – 8:30 AM | Continental Breakfast | | |
|---------------------|---|--|--|
| 8:30 AM – 10:30 AM | What's New in Dealing with Drop Shipments | | |
| | - Speaker: Diane Yetter | | |
| 10:30 AM – 10:45 AM | Break | | |
| 10:45 AM – 11:45 AM | Industry Overview: Construction | | |
| | - Speaker: Trisha Davidson | | |
| 11:45 AM – 1:00 PM | Lunch | | |
| 1:00 PM – 2:45 PM | Challenges and Opportunities for Marketplace Facilitators and Sellers | | |
| | - Speaker: Kelly Smith | | |
| 2:45 PM – 3:00 PM | Break | | |
| 3:00 PM – 4:00 PM | Industry Overview: Utilities | | |
| | Speaker: Diane Yetter | | |
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| 8:00 AM – 8:30 AM | Continental Breakfast |
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| 8:30 AM – 10:30 AM | Operational Considerations for Mergers and Acquisitions - Speaker: Trisha Davidson |
| 10:30 AM – 10:45 AM | Break |
| 10:45 AM – 11:45 AM | Industry Overview: Retail - Speaker: Kelly Smith |
| 11:45 AM – 12:45 PM | Lunch |
| 12:45 PM – 2:30 PM | Sales Tax Systems: Integrations, Maintenance, Sales Tax Management and More - Speaker: Diane Yetter |
| 2:30 PM – 3:00 PM | Workshop Wrap Up |

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