



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
	Sales Tax Resources to Make Your Job Easier
9:00 AM – 10:15 AM	<ul style="list-style-type: none">- 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 <i>continued</i>
	Industry Overview: Professional Services
11:00 AM – 12:00 PM	<ul style="list-style-type: none">- Speaker: David Hughes
12:00 PM – 1:00 PM	Lunch
1:00 PM – 2:00 PM	Industry Overview: Hi Tech Speaker: Kelly Smith
	Consumer's Use Tax Deep Dive
2:00 PM – 2:45 PM	<ul style="list-style-type: none">- Speaker: David Hughes
2:45 PM – 3:00 PM	Break
3:00 PM – 4:00 PM	Consumer's Use Tax Deep Dive <i>continued</i>
	Industry Overview: Manufacturing
4:00 PM – 5:00 PM	<ul style="list-style-type: none">- Speaker: Trisha Davidson
6:00 PM	Welcome dinner at Farmer's Table Bayside 

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 <ul style="list-style-type: none">- Speaker: Diane Yetter
10:30 AM – 10:45 AM	Break
10:45 AM – 11:45 AM	Industry Overview: Construction <ul style="list-style-type: none">- Speaker: Trisha Davidson
11:45 AM – 1:00 PM	Lunch
1:00 PM – 2:45 PM	Challenges and Opportunities for Marketplace Facilitators and Sellers <ul style="list-style-type: none">- Speaker: Kelly Smith
2:45 PM – 3:00 PM	Break
3:00 PM – 4:00 PM	Industry Overview: Utilities Speaker: Diane Yetter
4:00 PM – 5:00 PM	Industry Overview: Leasing Speaker: Kelly Smith

Friday, April 21, 2023

8:00 AM – 8:30 AM	Continental Breakfast
8:30 AM – 10:30 AM	Operational Considerations for Mergers and Acquisitions <ul style="list-style-type: none">- Speaker: Trisha Davidson
10:30 AM – 10:45 AM	Break
10:45 AM – 11:45 AM	Industry Overview: Retail <ul style="list-style-type: none">- 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 <ul style="list-style-type: none">- Speaker: Diane Yetter
2:30 PM – 3:00 PM	Workshop Wrap Up