



**Diane L. Yetter**  
President, YETTER Tax



**Trisha Davidson**  
Senior Tax Manager



**Amanda Cusack**  
Sales Tax Manager

## Personal attention – peace of mind – faster solutions

**At YETTER Tax, we are not just about sales tax law and compliance, we're about helping your business thrive.**

YETTER Tax has been providing sales tax technology and consulting services for more than 28 years. We know that one-size-fits-all doesn't work with sales and use tax as each situation is **unique**. That's why we provide the sales and use tax solutions that work with all aspects of your company from **operations** and **customer relations** to **your business philosophy**.

YETTER Tax has helped hundreds of companies reduce liability, implement processes, and come into compliance, from Fortune 10 to small, family-owned companies.

Partnering with YETTER Tax allows you to:

- **Save money and costs** by implementing more efficient workflows, helping mitigate exposure, negotiating assessments on your behalf or a combination of these services.
- **Minimize risk** so you sleep better at night knowing that your company is ready for any audit that comes.
- **Focus on strategically growing your business** rather than spending time and effort on sales tax compliance.
- **Gain the knowledge and tools** to resolve and manage complex sales tax situations.

### Consultations to Ease Your Mind

#### Wayfair Risk Analysis

Get an analysis of your Nexus related risk post-Wayfair and **get your questions answered** in a Wayfair Risk Analysis phone consultation.

Diane will provide an analysis of where you might need to collect and remit sales tax based on the Wayfair decision as well as **how to move forward**.

#### Sales Tax Consultation

Get your **unique** and **pressing** sales tax questions answered by Diane Yetter in a one hour sales tax consultation.

Diane will assess your current situation and help you come up with a **plan of attack** to address your sales tax questions.

### Strategic & Operational Projects

Sales & Use Tax Strategic **Planning & Visioning**

Tax Department **Structure & Process Reviews**

Sales & Use Tax **Automation Implementation**

**Nexus Studies and Risk Analysis**

**Taxability Analysis & Research**

**Voluntary Disclosures & Registration**

Sales & Use Tax **Audit Defense**

Sales & Use Tax **Compliance Services**

### Diane L. Yetter President, YETTER Tax

312.701.1800

diane@yettertax.com

**yettertax.com**

**Diane Yetter** has been named one of Accounting Today's 100 Most Influential People in Accounting eight times since 2011, most recently in 2022. She is also NAWBO Chicago's 2020 Woman Business Owner of the Year.



I've worked in the tax field for more than 30 years and I've worked with many consultants over the years. Diane is rare. She's an embedded part of our team who is respected and admired by all - right up to most senior level management in our company. **I can't imagine not having her and her team involved.**

**Wendy Mancini, 14 West**



We've worked with Diane and her team on a number of projects from tax to tax technology. Her team can provide assistance with so many different things related to sales/use tax. They are creative and have helped us automate manual processes. Diane's unique combination of project management abilities, tax accounting talents and tax technology skills makes her an **outstanding expert in the field.**

**Brenda Cassas, Interpublic Group**



# SALES TAX INSTITUTE<sup>SM</sup>

## Master Sales and Use Tax with Premier Resources and Training Courses Designed for All Experience Levels

The Sales Tax Institute has provided top-notch corporate sales and use tax training for more than 25 years. Our training courses and resources allow you to serve your company or clients with confidence.

Our resources, tools, and courses are built to help you understand critical concepts and applications in sales tax today. Whether you only need help with a specific topic or seek comprehensive sales and use tax mastery, you can find what you need at the Sales Tax Institute.

### LIVE WEBINARS & ON-DEMAND WEBINARS

Our 90-minute live webinars are scheduled sessions covering a specific sales and use tax topic. Live webinars take place monthly and are presented by experts in the field. They include interactive Q&A time, where you can get answers to your sales tax questions from the speaker.

On-demand webinars are available at your convenience anytime and anywhere. Our on-demand webinar library includes coverage of our most popular topics, with new titles added regularly.

#### ALL ACCESS PASS

Attend an entire year's worth of Sales Tax Institute live webinars and access all existing on-demand webinars, saving over **\$3,600** annually!

### LIVE CLASSES

Take your career further by joining us for one of our signature classes that are offered in-person:

**Basics of Sales and Use Tax:** For professionals with less than 4 years of experience, our Basics class helps you overcome some of the most pressing sales and use tax concepts so you can minimize risk and become an asset to your department.

**Advanced Sales and Use Tax Workshop:** If you're looking to take your sales tax knowledge to the next level, our Advanced class dives into the toughest issues with expert-led sessions and a rotating curriculum of cutting-edge topics.

### VIRTUAL CLASSES

**Sales Tax Jumpstart:** This 9-week Live online coaching program gives you the tools and knowledge you need to get sales tax compliant. Students partake in weekly interactive online classes to obtain in-demand and enduring skills.



Get started by downloading  
our free whitepaper,  
*Nexus After Wayfair-  
What You Need to Know*

[salestaxinstitute.com](https://salestaxinstitute.com)

"I love your classes. You break down everything to make it so understandable. No "tax talk," quoting regulation numbers, etc. Your website is my go to resource."

**JO ANN BISZAK** | AIRLITE PLASTICS CO.

"Sales taxes are extremely complicated and it doesn't seem like there is much out there in terms of guidance. It's great to find a place that I can come to learn more about sales tax issues we face as a business."

**KYLE HANGARTNER** | KSI CONVEYORS



### SALES TAX NERD COMMUNITY MEMBERSHIP

The Sales Tax Nerd Community is an online network of sales tax pros who want to grow their sales tax expertise and connect with peers.

The membership includes access to all our On-Demand and Live Webinars, office hour coaching calls with Diane Yetter, sales tax tools library, online courses, and more!



"I'm alone in my sales tax world and (the Sales Tax Nerd Community) means having a support group behind me. Not having those people to go to at work, I have them now ... I find just so much value being in this community. It pays for itself."

**SANDI MYERS** | CLIPPER OIL

For the full list of courses available, scan here.

New courses are added regularly!



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**Mollie Swann**  
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YETTER Tax has helped hundreds of companies reduce liability, implement processes, and come into compliance, from Fortune 10 to small, family-owned companies. From small to large consulting projects, we are dedicated to helping our clients tackle any sales and use tax situation they encounter.

Partnering with YETTER Tax allows you to:

- **Save money and costs** (sometimes in the hundreds of thousands a year) whether it is by implementing more efficient workflows, helping you mitigate exposure, negotiating assessments on your behalf or a combination of these services.
- **Minimize risk** so you sleep better at night knowing that your company is ready for any audit that comes.
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Sales Tax Institute's resources, tools, and courses are built to help you understand critical concepts and applications in sales tax today. You learn how to apply theory into your day-to-day practice so that your work becomes better, faster, and more accurate. Whether you only need help with a specific topic or seek comprehensive sales and use tax mastery, you can find what you need at the Sales Tax Institute.

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**Advanced Sales Tax Workshop & Basics of Sales and Use Tax**

### SALES TAX JUMPSTART

This 9-week online coaching program gives you the tools and knowledge you need to get sales tax compliant in light of *South Dakota v. Wayfair*. Students partake in weekly interactive online classes to obtain the skills they need to get sales tax compliant.

### SALES TAX NERD COMMUNITY MEMBERSHIP

The Sales Tax Nerd Community is an online network of sales tax pros who want to grow their sales tax expertise and connect with peers. The membership includes access to an online membership site, office hour coaching calls with Diane Yetter, sales tax tools library, online courses, and more! Take \$250 off an annual membership with code **VERTEX25**.

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"Over 5,500 students have increased their sales and use tax competency using the real-world advice and easy-to-understand format unique to Sales Tax Institute courses."

**DIANE YETTER** | FOUNDER,  
SALES TAX INSTITUTE

Sales Tax Institute courses and resources are developed and taught by leading experts in the sales tax industry:

Diane Yetter                      Carolynn Kranz  
Trisha Davidson                  Jamie Szal  
David Hughes                      and more  
Jordan M. Goodman

"I love your classes. You break down everything to make it so understandable. No "tax talk," quoting regulation numbers, etc. Your website is my go to resource."

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[salestaxinstitute.com/sales-tax-education](https://salestaxinstitute.com/sales-tax-education)  
New courses are added regularly!

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