



About Diane L. Yetter, CPA, MST

Diane L. Yetter is a strategist, advisor, speaker and author in the field of sales and use tax. She is president and founder of YETTER™, a sales tax consulting and tax technology firm in business since 1996. She is also the founder of The Sales Tax Institute, a premier think tank that offers live and online courses to educate business professionals about sales and use tax.

Diane works with an extensive network of capable partners to deliver sales tax services including system analysis and strategy, transaction tax automation implementation assistance, training, audit defense, refund reviews, manuals, transactional planning and general consulting concerning the taxability of issues. She works with clients of all sizes—from Fortune 10 to small, family-owned companies—and myriad industries such as manufacturing, printing and publishing, software and e-commerce, retail, service and construction.

She is a Certified Implementation Partner and Trainer with Thomson Reuters OneSource Indirect Tax Determination as well as a Certified Training and TDM Specialist for Vertex, Inc.

As a speaker, Diane is frequently asked to present to industry groups concerning sales and use tax issues including the Council on State Taxation (COST), Chicago Tax Club, Progressive Business Audio Conferences, the Institute of Management and Administration, National Institute for State and Local Taxes, the Institute of Professionals in Taxation, World Research Group, Associated Industries of Missouri, Vertex User Conference, Thomson/Reuters User Conference, National Association for Retail Marketing Services and the Information Technology Association of America.

As an author, Diane regularly contributes to *Sales & Use Tax Alert* and serves as a member of its editorial advisory board; has written articles concerning sales and use tax issues; was editor for the 1995-1996 edition of the *Information Technology Association of America Software & Services State Tax Report* and authored *Drop Shipments: Taxation, Compliance and Planning* and *Multistate Guide to Sales and Use Tax: Manufacturing*, both published by CCH. She has also appeared as an expert witness.

Diane is a member of the AICPA, Chicago Tax Club, Chicagoland Chamber of Commerce Taxation Committee, the Association for Computers and Taxation and the Institute of Professionals in Taxation. She is a member of the Practitioner Connection with the Council on State Taxation and represents client concerns on a number of task forces. She recently was accepted as an Advisor, Presenter, and Quarterly Contributor of the *Managing Accounts Payable* Editorial Advisory Board, IOMA's Institute of Financial Management (IOFM). Diane was named one of *Accounting Today's* 100 Most Influential People in Accounting for 2011. She serves on the Executive Committee of the Board of Advisors, University of Kansas School of Business where she is also an adjunct professor, teaching topics on state and local taxation and entrepreneurship.

Diane earned a BS in accounting and business administration from the University of Kansas in 1985 and an MS in taxation from DePaul University in 1994. Prior to founding the company, Diane was a state and local tax manager in the Chicago office of Arthur Andersen LLP, the sales and use tax director for the Quaker Oats Company, and a sales and use tax auditor for the Kansas Department of Revenue.

