Gross to Net and What's in Between

Betty Martin, CPP

Consultant, MSE Consulting Services

Betty H. Martin, CPP, has over 30 years' experience in hands on payroll and accounting. Her career has covered many industries and afforded her a variety of experience. She has handled a one-person payroll department all the way up to supervising a staff of 14 paying over 30,000 employees on a weekly basis using an in-house system. She has also participated in systems implementation for payroll and time and attendance and user training.

Betty has been active in the American Payroll Association since the late 80's attaining her CPP certification in 1988. She is currently serving on the National Hotline Committee, was a member of the Nomination and Elections Committee, Education Grant Committee and the National Speakers Bureau. She is a Past President of the Richmond Chapter and has been the Director of Education for over 15 years. She began teaching the CPP (Certified Payroll Professional) Exam Study course in 1994 and continues to teach it. She also teaches the FPC (Fundamental Payroll Certification) Exam prep class. She was an adjunct faculty member of Old Dominion University teaching both the computer lab PayTrain™ course and the PPLS (Payroll Professional Learning Series) courses. She has been the guest speaker for the Virginia Association of Community Colleges, Ceridian User Group Forums, VSCPA, Carolina and Virginia Statewide Payroll Conferences and the Richmond, Colonial Capital and Hampton Roads-APA Chapter meetings. She has been a speaker for the Lorman Education Services giving seminars on Payroll Basics in VA, Nuts and Bolts of Payroll Taxes and Payroll Management. Betty was named Virginia Payroll Professional of the Year 2004 and received the Lifetime Achievement Award in 2009. Betty received a Meritorious Service Award from the APA in 2012 and the Global Cash Card Education Grant in 2013.

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