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# Gray, Gray & Gray, LLP's News

1st Global Honors Gray Equity Management as a Diamond Eagle Firm for 2016



Gray Equity Management team members pictured here from left to right: Dan Romano, Jim Branch, Jessica DeMita, and Justin Klunder.

Gray Equity Management, LLC was recognized as a "Diamond Eagle" firm for its extraordinary achievements throughout the year at the 2016 1st Global National Conference that took place from November 15-17, 2016 at the JW Marriot Indianapolis in Indiana. This is the ninth consecutive year that Gray Equity Management has received the Diamond Eagle award.

The Diamond Eagle award is based on business volume across the firm and is given to those firms that have consistently demonstrated 1st Global's purpose of enabling intentional living and have cultivated their practices in ways that help their clients seek to live intentionally in their own lives, as well.

Read the full press release here.

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### **Family Business**

### Sell the Family Business the Tax-Smart Way

Let's say you and the other family business co-owners are ready to cash out by selling the company. You obviously want to maximize the after-tax sales proceeds. Here are some considerations and important steps you can take to help achieve that goal.



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### **Business Tax**

### Giving Gifts to Employees? IRS Wants Its Share



**Does your** business reward employees with bonuses and gifts? These gifts, as well as fringe benefits, may have tax consequences for your company and the recipients. While it's not impossible for an employer to give a tax-free gift to an employee, it is difficult, as one Tax Court case illustrates. Educate your employees about the tax implications of bonuses, fringe benefits and perks to prevent a backlash at tax time.

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### **Personal Tax**

### Can You Have Too Much Money in Tax-Deferred IRAs?



**Deferring taxes** to the maximum extent allowed is usually the smart course of action. That means keeping as much money as possible in accounts such as traditional IRAs for as long as possible. But for some people, deferring taxes to the max is no longer productive. Learn why you can have too much tax deferral in some cases, as well as alternative savings strategies that can help you keep more.

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