

# The Advisor

Going Beyond the Numbers to Deliver Insight, Guidance and Success

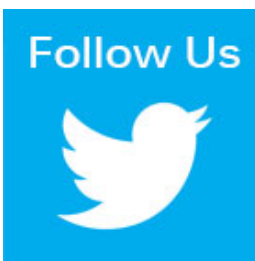
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## Gray, Gray & Gray, LLP's News

### Making Sense of Tax Filing Confusion



To say this will be one of the most complex and confusing tax years is putting it mildly. Many taxpayers are worried about what they are reading in news reports regarding tax rates, the health care mandate, and other issues that are "in flux" as the new administration sorts through policy changes.

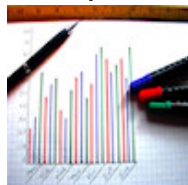
We are here to tell you that filing your taxes this year should not necessarily be as convoluted and fluid a situation as media reports make it appear. The fact is, almost all of the rules, regulations and rates that apply to your tax return were in place prior to the November election, and *remain in place today*.

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## Family Business

### Sell Corporate Stock Tax-Free to an ESOP



**One of the best** tax breaks available to closely-held businesses is the ability to sell stock to an employee stock ownership plan (ESOP) on a tax-free basis. This strategy works well for business owners who are looking for an exit strategy and are committed to the concept of employee ownership. Click "Full Article" for the details.

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## Benefits Administration

### Protecting Your Company Against Liability from Confidential Data Leaks



**As organizations grow** in the digital age, their reliance on technology can be both an advantage and a disadvantage. The liability from the improper release of sensitive data is a huge potential problem for businesses. The more sensitive the information a company gathers, the more detrimental to the organization a data breach is, should it occur.

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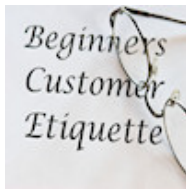
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## Marketing

### Be Courteous to Win Repeat Business

**Politeness makes good** customers as well as good friends. Being courteous to those you do business with can give your company a competitive edge. Click "Full Article" for tips on setting up etiquette lessons for your staff without insulting them.

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