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Going Beyond the Numbers to Deliver Insight, Guidance and Success

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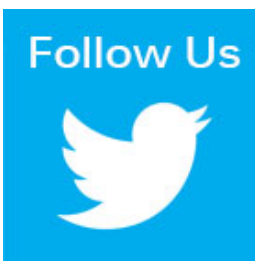
Kelly Monestime Named Chief Marketing Officer at Gray, Gray & Gray



It is our sincere pleasure to announce that [Kelly Monestime](#) has been named Gray, Gray & Gray's first Chief Marketing Officer.

"Kelly Monestime has played a significant role in the growth of our firm over the past decade," said Joe Ciccarello, CPA, MST, managing partner of Gray, Gray & Gray. "Her leadership of our marketing and business development efforts has been exemplary, and she and her team have succeeded in creating a clearly defined brand for the firm. Kelly's promotion to Chief Marketing Officer is a reflection of her ongoing contribution to the success of the firm."

[Read the Press Release Here.](#)



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Service Spotlight: Our Promise to You, Our Very Important Client...

At Gray, Gray & Gray, we take great pride in living our core values. What does this mean for our clients? Simply put, you can count on us to go beyond the numbers for you by providing advice and insights to help you be successful in your business and personal lives. Our suite of service offerings is based on our clients' needs and in alignment with our mission of being your complete and trusted business advisor.

Therefore, it is important to us that you are aware of all the services available to you, particularly as your business evolves and your needs change. You can count on us to help you every step of the way!

In this "Service Spotlight" section of the newsletter, our goal is to help familiarize you, our very important client, with the wide variety of service offerings available to help you prosper. For information on all of our services, visit our website at www.gggcpas.com.

THIS WEEK'S TOPIC: STATE & LOCAL TAX SERVICES



Putting SALT on the Table

By Derek B. Rawls, CPA, MST

My physician has advised me to avoid too much salt in my diet. Studies have shown that excess salt intake can raise blood pressure. The same can happen when a business finds too much SALT – State and Local Taxes – in its diet.

While there is much speculation about the expected changes a new Congress might make in the federal tax code, it is important to keep a close eye on the significant part of your company's tax responsibilities that come from the states and municipalities in which you are doing business. Things can get particularly complicated if you are operating across state lines, or are selling on a national basis. [Read more here.](#)

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Family Business

Plan Ahead to Make Disability Benefits Tax-Free



Company-paid disability insurance provides protection in the event you suffer a disability or become so ill that you're unable to work. But the value of long-term disability insurance benefits can be eroded if you have to pay taxes on them. Here's an explanation of the rules, along with a strategy your company may want to implement to transform taxable disability benefits into tax-free payments for yourself and other family members.

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Business Tax

Limit Liability and Cut Taxes With an LLC



There are several entity forms that can be used to operate your business. The ultimate decision depends on the particular circumstances and objective of your business. A limited liability company (LLC) may be the best choice because of the flexibility it offers. Here are the details about why this legal business entity is popular today, as well as the alternative entities available.

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Personal Tax

Dividing Assets, and Tax Bills, in Divorce



Dividing assets in a divorce can involve complex financial issues and planning ahead can make a big difference. This article explains some of the tax implications of real estate, personal property, investments, business ownership interests and similar assets — both before the divorce and after it becomes final.

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