

The Advisor

Going Beyond the Numbers to Deliver Insight, Guidance and Success

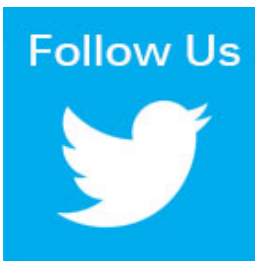
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BEYOND THE NUMBERS

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Gray, Gray & Gray, LLP's News

Gray, Gray, & Gray Ranked Among Largest Accounting Firms in U.S. By INSIDE Public Accounting Magazine



Gray, Gray, & Gray has been named one of the country's Top 200 accounting firms by *INSIDE Public Accounting* magazine. The publication ranked Gray, Gray & Gray as the 163rd largest accounting firm in the U.S. This the fifth consecutive year the firm has been ranked among the country's Top 200 firms.

"Our continued growth is tied directly into the success of our clients and the hard work of our people," said Joe Ciccarello, Managing Partner of Gray, Gray, & Gray. "Every member of our staff is committed to going 'beyond the numbers' to help our clients achieve their personal and business financial goals." [Read more here.](#)

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Family Business

From Counting Transactions to Cultivating Relationships



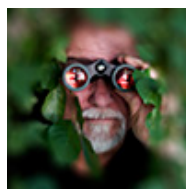
These days, your customers head to the Internet to comparison shop, get the facts and find out what other consumers are saying about their purchases. That's why smart marketers are using online technology to not only disseminate information, but also manage and improve communication with the buying public. Learn how to get the most out of an email marketing campaign by reading the "Full Article."

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Benefits Administration

Questionable Workers' Compensation Claims are Rising in Numbers



A study of questionable Workers' Compensation claims over a period of about six months gave rise to an interesting report. Total claims were down, but questionable claims were up. That's bad for business and what's bad for business is bad for jobs and therefore, the economy as a whole. Keep reading to learn more.

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