

# The Advisor

Going Beyond the Numbers to Deliver Insight, Guidance and Success

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

### Where is Your Business Heading in 2018?



Thank you to everyone who participated in Gray, Gray & Gray's 2017 Year-End Business Planning Seminar last week. This year's half-day seminar was jam-packed with critical information to help you achieve success in 2018. We hope that you enjoyed the presentations and panel discussions, and will put this information to work for your business.

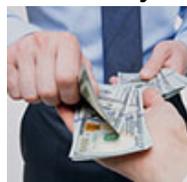
Special thanks to all of our presenters, moderator and panelists - including Joe Ciccarello, Larry Gennari, Kelly Berardi, Jim DeLeo, Dan Romano, Kathryn Berardi, Mike Cook, Don Garcia, Brad Carlson, Derek Rawls, Bobby Garrett, and Chris Hennessey - for sharing their knowledge of identifying and achieving your "magic number" when it comes to valuing your business, the latest on tax reform, protecting your corporate and personal data from cyber criminals, and a current look at the state of the economy and the potential impact on businesses in the U.S. and around the globe one year into the Trump Presidency. [Click here to view event photos on our Facebook page.](#)

*Stay tuned for more information about the recently proposed tax changes.*

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## Family Business

### Tax-Wise Ways to Get Cash Out of Your C Corp



**Want to** withdraw cash from your family business? If you operate as a C corporation, there are ways to accomplish this without paying unnecessary taxes. But you must plan ahead. Click "Full Article" for five strategies to consider.

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## Benefits Administration

### Design Health Care FSAs to Be Cost-Effective



**You can** provide your company's employees with a valuable benefit which could cost very little. Flexible spending accounts, when used wisely, reduce the taxes paid by both the employer and the employee, and make it easier for participants to pay out-of-pocket medical expenses as they arise. Keep reading to learn more about this benefit.

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## Marketing

### Rate Your Customers' Satisfaction



**You can't improve** your company's financial picture without measuring customer satisfaction. Assess the needs and expectations of your clientele with tools that are unique to your industry.

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### **Wall Street falls as oil slide, tax bill concerns weigh**

*Reuters.com - Wed, 15 Nov 2017 10:07:21 -0500*

### **Justice Department approaches states to block AT&T-Time Warner deal: source**

*Reuters.com - Wed, 15 Nov 2017 10:43:15 -0500*

### **Target shares sink as promotions darken holiday outlook**

*Reuters.com - Wed, 15 Nov 2017 10:23:40 -0500*

### **Shareholders take aim at Murdochs with Fox voting rights push**

*Reuters.com - Wed, 15 Nov 2017 06:39:30 -0500*

### **Biggest deal yet for Airbus as Franke ups bet on budget airlines**

*Reuters.com - Wed, 15 Nov 2017 10:06:56 -0500*

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