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Going Beyond the Numbers to Deliver Insight, Guidance and Success

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

### Gray, Gray & Gray's Upcoming Webinars This Winter



Gray, Gray & Gray is pleased to provide you with educational webinars designed to offer valuable advice and guidance on important issues that affect you and your business. **Join us this winter for webinars on topics such as tax reform, new rules on partnership audits, valuing a business, and more!**

#### **Register Now! New Partnership Audit Rules Explained December 20, 2017 at 4:00 PM EST**

*If you are in a partnership or a Limited Liability Company (LLC) that files as a partnership, the beneficial "protection" against the consequences of a tax audit you have enjoyed for decades may be coming to an end. A new Centralized Partnership Audit program created by Congress and managed by the IRS goes into effect on January 1, 2018. This program is designed to bring about more widespread collection of taxes from certain partnerships for tax years beginning after 2017. However, there is an opportunity for many partnerships to "opt out" of the Centralized Partnership Audit program. But only if you meet certain requirements by January 1 – just a few weeks away. Gray, Gray & Gray Tax Partner Emeritus Mike Koppel is ready to help you gain a better understanding of the program and the requirements for opting out. [Click here to register today.](#)*

*Watch your email for more webinars and registration information coming soon.*

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## Family Business

### Disability Insurance and the Buy-Sell Agreement



**Could your family business continue to support you if you became disabled?** Many companies could not remain solvent for long if they had to pay the salary of an owner who could not contribute to the business. That's why you should have a buy-sell agreement in place that includes disability provisions. Read on to ensure you and your business are protected.

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## Benefits Administration

### Communicating with Millennials about Benefits



**Times change** and so do your employees. As older workers retire and are replaced, or joined by members of the younger generation, adjustments will need to be made. True they have to follow your rules, but for the best results, you need to be flexible too and, to some degree, speak to them in the language they understand. Keep reading to learn more about communicating successfully with a younger workforce.

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## Marketing

### Fed Up Customers Can Hurt Profits



**Customers hate** waiting, and when they think they have wasted enough time, they will often leave without buying anything or using a company's services. *Wait time* is a key indicator of customer satisfaction, which is paramount to healthy and sustained profitability. Click "Full Article" for a list of steps to consider to help improve or maintain outstanding customer service.

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## Latest Headlines

### **Tech stocks rise in choppy Wall Street trading**

*Reuters.com - Wed, 06 Dec 2017 10:04:38 -0500*

### **Canada scraps plan to buy Boeing fighters amid trade dispute: sources**

*Reuters.com - Wed, 06 Dec 2017 06:44:58 -0500*

### **U.S. unit labor costs decline for two straight quarters**

*Reuters.com - Wed, 06 Dec 2017 10:03:17 -0500*

### **UnitedHealth to buy DaVita primary care unit for \$4.9 billion**

*Reuters.com - Wed, 06 Dec 2017 10:46:31 -0500*

### **Wal-Mart drops Stores from name to shed brick and mortar image**

*Reuters.com - Wed, 06 Dec 2017 10:19:55 -0500*

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