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Going Beyond the Numbers to Deliver Insight, Guidance and Success

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Gray, Gray & Gray, LLP's News

Counting Down to the New Year



As 2017 comes to a close, we would like to express our sincere gratitude to our clients and team members. We are grateful for the opportunity to work with such amazing clients and team members, and look forward to making 2018 another successful year. Cheers to continuing to go beyond the numbers!

We wish you a happy and prosperous New Year!

Please note: Gray, Gray & Gray's offices will be closed on Monday, January 1st.

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Have You Registered for This Important Webinar?



[What You Need to Know About the Tax Cuts and Jobs Act](#)
Thursday, January 4, 2018 at 10:00am EST

Right now, there are more questions than answers about the impact of the new tax law. Gray, Gray & Gray Tax Partner Emeritus Mike Koppel will help answer your questions during this special one-hour webinar.

Tune in for essential information for anyone who pays taxes! Remember, the pending Tax Cuts and Jobs Act is the most comprehensive and far reaching tax bill since 1986, a massive overhaul of the federal tax laws that will affect virtually every tax-paying American. Many of the changes begin almost immediately, and may even affect your tax planning for this year. [Click here to register today.](#)

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

Family Business

Choosing Among the Children

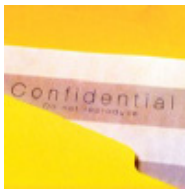


Sibling rivalry is bad enough for parents in their personal lives, but when it filters into the workplace in succession planning it can be downright nerve wracking. But family businesses can't avoid the issue. This article provides some insights into how to deal with it.

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Benefits Administration

Make Sure Workers and Managers Comply With HIPAA



When it comes to health issues, employee privacy is important. But the rules may seem overwhelming for employers. The *Health Insurance Portability and Accountability Act* (HIPAA) has added many new responsibilities. Do you know what's expected of your organization? If not, continue reading.

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Marketing

Should You Drop Some of Your Customers?



Concentrate your company's sales and marketing efforts on those high-performing customers who generate the *most* profit. It's a matter of identifying the most lucrative groups. Click "Full Article" to see what data you need to collect to potentially watch your profits soar.

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