

The Advisor

Going Beyond the Numbers to Deliver Insight, Guidance and Success

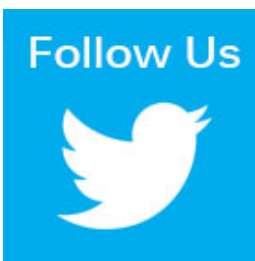
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Don't Miss Our Important Webinars!



Learn All About the Exemptions for Closely Held Businesses Thursday, January 25, 2018 at 2:00pm EST

The recently enacted Tax Cuts and Jobs Act includes key provisions that have far reaching implications for "pass through" entities such as S Corps, LLCs, proprietorships, and partnerships. Depending on your business type, the new Closely Held Business Exemption could result in significant tax savings. This is generally good news for many of America's businesses. *Will your business qualify for this important exemption?* Find out when Gray, Gray & Gray Tax Partner Emeritus Mike Koppel answers this and many other questions during

this one-hour webinar. [Click here to register for the webinar.](#)

Analyzing the Data: Defined Contribution Plan Survey Results Thursday, January 25, 2018 at 11:00am EST

The Defined Contribution Plan Survey results are in! This year's survey reflects responses from benefit plan administrators across the region in a variety of industries and business sizes. Join us this month as Gray, Gray & Gray Director Jim Donellon and Manager Marty Kirshner review the overall survey results and share insights on select questions, plan trends, and more. Visit our website to [learn more and download the results here](#) today. [Click here to register for the webinar.](#)

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

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Family Business

A Family Business Does Not Have to Be a Casualty of Divorce



What if a divorce threatens to tear your family business apart? It's bad enough when a marriage ends, but it's even worse when the former spouses both work for a family company. That usually means one or both will have to remove themselves from the business — for a price. This article gives you an idea of how the value of a business is determined when divorcing spouses disagree.

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Human Resources

Questions to Never Ask Job Applicants

You must be extremely careful to guard against discrimination charges when interviewing prospective hires. Asking the wrong questions could land your company in legal hot water. Here's a quick quiz to see if you can spot liability danger zones.

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Management

Find Your Company's USP



Stand out from the competition by capitalizing on your company's strengths. If you learn to identify and emphasize the *unique selling proposition* of your business, you can draw more customers and improve employee morale. Click "Full Article" for the questions you need to ask to uncover your company's USP and an example of how a simple brochure helped an office equipment business bring customers back.

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