

The Advisor

Going Beyond the Numbers to Deliver Insight, Guidance and Success

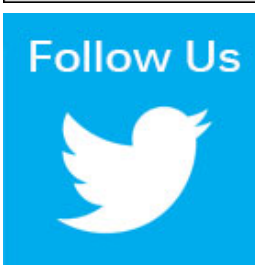
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Gray, Gray & Gray, LLP's News

Service Spotlight: Our Promise to You, Our Very Important Client...

At Gray, Gray & Gray, we take great pride in living our core values. What does this mean for our clients? Simply put, you can count on us to go beyond the numbers for you by providing advice and insights to help you be successful in your business and personal lives. Our suite of service offerings is based on our clients' needs and in alignment with our mission of being your complete and trusted business advisor. Therefore, it is important to us that you are aware of all the services available to you, particularly as your business evolves and your needs change. You can count on us to help you every step of the way!

In this "Service Spotlight" section of the newsletter, our goal is to help familiarize you, our very important client, with the wide variety of service offerings available to help you prosper. For information on all of our services, visit our website at www.gggcpas.com.

THIS WEEK'S TOPIC: ROYALTY EXAMINATION SERVICES



Make Sure Your Licensees are Paying Their Royalties

By Kevin F. Howley, CPA

Royalty payments from the licensing of intellectual property can be a significant source of revenue for a business. But not all licensees keep up to date with their royalty payments, and others may pay a lower amount than required by their agreement. Which is why a [royalty audit](#) can be an important tool to protect the income stream from licensed property.

An audit of a licensee's royalty report serves as an independent calculation of the amount of the revenue the licensee has generated and the portion they must pay to the licensor in the form of a royalty. It is an important financial control that protects the interests of both licensor and licensee. The royalty audit gives the licensor the opportunity to inspect the records and accounts of a licensee to determine whether or not they are paying the correct amount in fees.

[Read more here.](#)

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Family Business

Consider Hosting a Family Meeting about Your Estate Plan



You've spent years building your business and net worth. As you plan your estate, you may want to keep the details private. However, it might be better to share information with family members. You can do this by gathering your heirs together. These meetings are reminiscent of Scottish clan gatherings held hundreds of years ago. This article explains.

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Business Tax

Don't Overlook a Roth IRA if You Are Self-Employed



Roth IRAs have a number of unique benefits but many eligible people don't take advantage of them. Don't miss out on this tax-saving vehicle because you assume you don't qualify or you believe your tax rate during retirement won't be very high. In this article, we explain why these assumptions might be wrong and how you might be able to build a substantial tax-favored retirement fund with a Roth IRA.

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Personal Tax

Be Careful When Saving for Your Kids' Education



If you put all your college savings money in a bank account, you could be *penalized* because of the way the financial aid system works. Here are the rules and a strategy for saving.

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