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Going Beyond the Numbers to Deliver Insight, Guidance and Success

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Gray, Gray & Gray, LLP's News

Tax Tip: Is Now the Time to Convert to a Roth IRA?



The reach of the recently enacted Tax Cuts and Jobs Act is far and deep, and even extends into the type of IRA you should consider: regular or Roth? And if you have a regular IRA, should you convert it to a Roth IRA and when?

Keep in mind that an investment in a regular IRA (or 401k) is made with before tax dollars. Your money grows tax deferred. When distributions are taken they are taxed as ordinary income, at the marginal tax rate in effect at the time of withdrawal. Required minimum distributions (RMD) must generally be taken beginning when the taxpayer reaches age 70 ½. [Click here to read more.](#)

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Family Business

Old Habits May Be Costing You Dearly



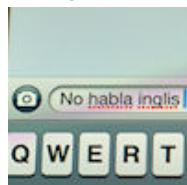
Family businesses, like the one in the classic movie, *It's a Wonderful Life*, have their advantages, as well as their disadvantages. Some businesses hang on to outdated practices or continue to employ relatives who may be detrimental to the company's success. To help take an objective look at your operations, read this article.

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Benefits Administration

Coping with Language Barriers



Increasing numbers of U.S. residents speak foreign languages, and many of them are participating in employee benefit plans. Your company may be required by law to assist them in understanding their benefits with a foreign language notice. Keep reading for a look at what you may have to do -- and how some companies go beyond that.

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Marketing


Raise Your Company's Profile for Little or No Cost

Let potential customers hear about your firm by taking time to develop marketing techniques that have nothing to do with advertising and are inexpensive and effective. You or members of your staff can teach in your firm's area of expertise, join and become active in your trade organization, or link your company to a good cause. It's all good business. Here's how to go about it.



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