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Going Beyond the Numbers to Deliver Insight, Guidance and Success

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Happy Memorial Day



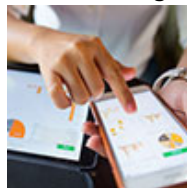
Thank you to all of the brave women and men who presently serve and to those who have sacrificed their lives serving our country. We pause to express our gratitude and to honor you.

Please note: Gray, Gray & Gray's offices will close at 12:30pm on Friday, May 25th, and will re-open at 8:30am on Tuesday, May 29th.

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Family Business

From Counting Transactions to Cultivating Relationships



These days, your customers head to the Internet to comparison shop, get the facts and find out what other consumers are saying about their purchases. That's why smart marketers are using online technology to not only disseminate information, but also manage and improve communication with the buying public. Learn how to get the most out of an email marketing campaign by reading this article.

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Business Tax

Beware of Deductions Claimed for Certain Business Expenses



Corporations that make payments to shareholders beware: The IRS may challenge deductions claimed for certain business expenses and other related-party transactions. An inquiry could lead to reclassification of certain payments as constructive dividends, which could have unfavorable tax consequences for the company and its shareholders. Here's a recent Tax Court case that highlights this contentious issue.

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Personal Tax

Plan Now to Reduce AMT Exposure



Unfortunately, the individual alternative minimum tax (AMT) is still in place after the passage of the latest tax reform law. However, current law makes the AMT rules more taxpayer-friendly and reduces the odds that you will be hit with the complex tax. This article explains who still owes the AMT and how you can still benefit by making moves to avoid or minimize it.

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