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Gray, Gray & Gray, LLP's News

Registration Now Open! Gray, Gray & Gray's Annual Year-End Tax & Business Planning Seminar



Ready to tackle the most challenging tax year in recent memory? Looking ahead to an even stronger year in 2019? We are! And we are sharing our insights at our annual Year End Tax & Business Planning seminar.

Tuesday, November 13, 2018
Gray, Gray & Gray's Canton, MA Office

[Click here to learn more & register.](#)

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Upcoming Webinar: Untangling the New Qualified Business Income Deduction (QBID) Tuesday, November 27th, 2018 at 10:00am EST



A webinar to help you make sense of the 199A opportunities for your pass through business

C Corporations are not the only entities to receive a tax break in the new tax law. Congress also included a 20% deduction on Qualified Business Income for many pass through entities such as S Corporations, partnerships (including LLCs taxed as partnerships), sole proprietorships, and trusts. This could be a significant benefit for many businesses including most rental real estate. But, as the saying goes... it's complicated. Untangling and understanding the new provision now can give you the information you need to position yourself and your company so that you can maximize the benefit of the deduction. Gray, Gray & Gray Tax Partner Emeritus Mike Koppel will host a one-hour webinar to sort out the details and give you a clear picture of how 199A can work for you.

[Click here to learn more and register.](#)

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Family Business

Don't Treat Your Family Business as a Royal Dynasty



In some family businesses, the succession plan is simply to pass the operation on to the oldest child, or in some cases, the oldest male child. While this may have worked in royal dynasties years ago, it has no place in family businesses. Here are seven steps that current senior owners should consider taking to help make passing the business on a success.

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Benefits Administration

What Employers Should Know about Drug and Alcohol Abuse at Work



Most of us have pictures in our minds of what drug and alcohol abuse looks like, but often we're wrong. If you think people with these problems are not on your staff, think again. The vast majority of individuals who drink heavily and use drugs are employed, so there's a good chance some are on your payroll. That should be a cause of concern for any businessperson. Keep reading to learn what you need to know about drug and alcohol testing in the workplace.

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Marketing

Six Tactics To Improve Your Search Engine Results



What business *doesn't* want to increase traffic to its website? More than 90% of people who visit websites today enter them via search engine links rather than by typing in a specific URL. Consequently, search engine optimization presents a huge opportunity for businesses looking to increase their site traffic. Take a look at six tactics to help increase your website traffic.

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