

# The Advisor

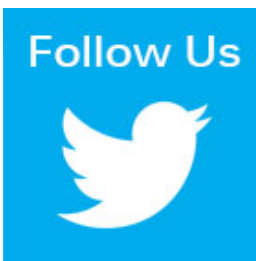
Going Beyond the Numbers to Deliver Insight, Guidance and Success

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## Gray, Gray & Gray, LLP's News

### 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

### Put Social Networking Sites to Work for Your Family Business



**Marketing strategies** have changed dramatically in recent years. Like it or not, a huge part of your target audience gets their news and information -- even their opinions -- from social media. Social networking sites like Twitter and Facebook can not only help you to broaden your customer base, but perhaps even reduce your traditional advertising budget. For more details on this win-win, read on.

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## Human Resources

### Technology May Help Solve Your Staffing Needs



Recruitment

**With unemployment** rates low and expected to remain so for the foreseeable future, it's a seller's market for "talent," as employees are known in the world of recruiters. In response, new strategies and technologies are sprouting up to help employers find and bring the best new people on board, including "crowdsource recruiting." Here's an overview.

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## Management

## Managing Your Business through a Crisis: 6 Steps to Success



**Thinking through**, in advance, the steps you would take in a crisis can go a long way to diffuse an otherwise disastrous situation. Would your company's leaders be able to manage in the face of a threat? Would your staff panic or would they know what to do? Take a look at how some giants of commerce responded to business disasters, and how you can prepare for the unexpected.

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*Reuters.com - Wed, 26 Sep 2018 12:50:19 -0400*

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#### **JPMorgan steps up push for women executives and clients**

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#### **Merck's Frazier to remain CEO of the U.S. drugmaker beyond 2019**

*Reuters.com - Wed, 26 Sep 2018 12:48:24 -0400*

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