

Fueling Your Future.



Information for Oilheat,
Propane & Petroleum
Business Leaders

GRAY GRAY & GRAY®
CERTIFIED PUBLIC ACCOUNTANTS | ADVISORS
BEYOND THE NUMBERS

November 2018

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It takes more than numbers.

Gray, Gray & Gray is here to help you "Fuel Your Future" by going beyond accounting services. With over 70 years in the energy business, we go beyond the numbers by delivering insight, guidance and knowledge to our energy clients so they can achieve growth and profitability.

Last Chance!
**Register for Gray, Gray & Gray's Annual Year-End Tax &
Business Planning Seminar**
Tuesday, November 13, 2018
Canton, MA

What's on Your Radar Screen?



If you haven't registered yet, [click here](#) now to reserve your spot at this must-attend event!

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. Here's what you can expect when you attend this informative event...

- **Tax Reform Panel** - Everything you need to know about the new tax law, including individual and business tax issues and opportunities, including: entertainment and travel expenses; depreciation changes; qualified business income (QBI); corporate tax rate reductions; sales tax (Wayfair); estate and gift tax; and wealth management strategies.
- **Cybersecurity** - Cyber attacks are a growing concern for businesses of all sizes. We'll give you an overview of the latest attack techniques and how you can protect your business against online criminals.
- **M&A Trends** - Business acquisition and merger activities are at an all-time high. We'll reveal what you can do to take advantage of the hot M&A market to grow or expand your company, including tips on preparing for sale, the due diligence process, Quality of Earnings, and multiples.

- **Employment Law** - Recruitment, hiring, and firing are all critical concerns in today's economy. Recently, Massachusetts enacted several new employment statutes that affect all employers. Learn what you need to do to protect your business when dealing with employees.
- **Economic Outlook** - The economy is booming. Will it continue to grow? For how long? This session will provide a look ahead to give us an idea of what to expect in the next year, 5 years, and 10 years.

Tuesday, November 13, 2018

Gray, Gray & Gray, LLP
150 Royall Street
Canton, MA 02021

Registration & Breakfast: 8:30am

Seminar Sessions: 9:00am-12:30pm

*Reservation required. Attendance is free, but seating is limited.
Please reserve your place today.*

**CLICK HERE TO LEARN MORE &
REGISTER**

Don't Miss This Important Webinar!
Untangling the New Qualified Business Income Deduction
(QBID)

Tuesday, November 27, 2018
at 10:00 am 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 & REGISTER](#)


It Takes More Than Numbers.

"Gray, Gray & Gray has been Coan Oil's accounting firm since 1945. We were one of their first clients and the fact that we are still with them today says a great deal about the relationship between our companies. For [over] sixty-five years they have helped keep us on track, growing and profitable. Gray, Gray & Gray not only knows our business inside and out, they understand the oilheat industry and how to make the most of our opportunities. We have always relied on Gray, Gray & Gray to keep us on top of the many changes occurring in the accounting field as well as changes in the oil industry. Our relationship with Gray, Gray & Gray has strengthened from generation to generation, from my father who worked with the original Gray brothers to my own connection with the firm today. We count on them as more than just accountants, but as someone we can trust with everything from business strategy to financial planning. It's been a great partnership."

- Kevin Coan, Coan Oil, Inc.

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