

The Advisor

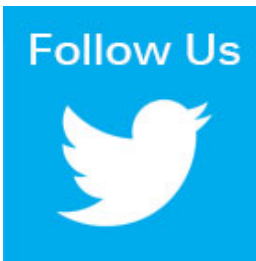
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Gray, Gray & Gray, LLP's News

New IRS Partnership Audit Rules



The Bipartisan Budget Act of 2015 (BBA) included a provision which created new partnership audit rules. It is important to recognize that partnerships (including LLCs taxed as a partnership) will be subject to these new rules for years beginning on or after January 1, 2018. The reason Congress passed the new rules are pretty simple: they decrease the time required for the IRS to complete its work, thus allowing it to audit more entities. [Read more here.](#)

As always, if you have any question regarding how the new rules might affect you, what you should do if your partnership is audited, and what changes to

your partnership agreements may be appropriate, please contact our Tax Department at (781) 407-0300.

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Family Business

Keep Family Employees in Line



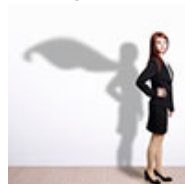
Solid, successful companies have standards that every employee must meet — and that should also be true for family-run businesses. This article provides some tips on how to ensure your family members are meeting performance standards and not generating resentment from the other employees.

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Benefits Administration

Beefing Up Benefits as War for Talent Intensifies



Have you noticed? The labor market is getting tighter. Employers across the country are reporting that it's becoming tougher and tougher to fill important job vacancies. And employers are working to stay competitive in the market for talent and differentiate themselves by shoring up their employee benefits. Here's a look at what they're offering.

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Marketing

Grab Hold of Potential Opportunity at Trade Shows

Representing your company at a trade show can be a terrific way to connect with qualified leads — or an expensive waste of time. There's no way you could cram as many appointments into a typical two- or



three-day period as you can at a trade show. But you have to know how to grab hold of every potential opportunity. Here are some tips to make sure your visits to industry trade shows result in a flurry of new sales.

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