

The Advisor

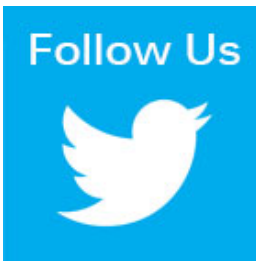
Going Beyond the Numbers to Deliver Insight, Guidance and Success

GRAY GRAY & GRAY[®]
CERTIFIED PUBLIC ACCOUNTANTS | ADVISORS

BEYOND THE NUMBERS

[Home](#) [About](#) [Services](#) [Practice Areas](#) [Partners](#) [Foundation](#)

[Personal Info](#)
[Saved Articles](#)
[Refer Colleague](#)
[Unsubscribe](#)
[Feedback](#)



[Your Privacy](#)
[Disclaimer of Liability](#)

© 2019, Powered by Thomson Reuters
Checkpoint



Gray, Gray & Gray, LLP's News

5 Red Flags of License Royalty Payment Problems



By Kevin F. Howley, CPA
Partner at Gray, Gray & Gray, LLP

If you are a licensor of intellectual property, royalty payments are at the core of the value of your business. Your investment of time, talent and capital is repaid in installments from licensees. They are not sharing in their success, but fulfilling their end of a business arrangement that benefits both parties.

Hopefully, all of your licensees are meeting their obligations and paying you the full amount of their contracted royalty fees, on time and without prompting. But that is not always the case. Whether inadvertently or deliberately, some licensees fail to live up to their agreements. How can you tell if you are being shortchanged? Here are five "red flags" that may signal that you are not receiving your full due. [Read more here.](#)

[Full Article](#) [Save Article](#) [Email GG&G](#) [Share This](#)

Family Business

Keeping the Business in the Family



If you're part of a family business, you've taken pride in watching the company grow -- and having family members be part of it. But at some point, you may want to step down from the leadership position. If you want your siblings or children to take the helm, make sure they're well equipped to rise to the challenge. Here are some considerations as you craft a succession plan.

Copyright © 2019

[Full Article](#) [Save Article](#) [Email GG&G](#) [Share This](#)

Business Tax

Understanding IRS Audit Guidance



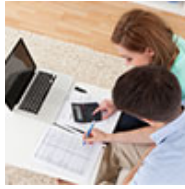
IRS examiners use Audit Techniques Guides (ATGs) to prepare for audits — and so can small business owners. These publications provide detailed information about an industry or audit-prone business transaction. For example, some ATGs are devoted to cash-intensive businesses, such as restaurants and bars. Another guide covers golden parachutes paid in corporate takeovers. Here, we explain ATGs and the types of information they may provide.

Copyright © 2019

[Full Article](#) [Save Article](#) [Email GG&G](#) [Share This](#)

Personal Tax

Spouses Are Guilty Until Proven Innocent



If you file a joint tax return, you need to be aware of your individual liability. Here's a rund law works and the "innocent spouse" relief that may be available if your spouse cheated on a tax return and the IRS is coming after you. We'll also explain the difference between an "innocent spouse" and an "injured spouse" and how it can affect tax refunds.

Copyright © 2019

[Full Article](#) [Save Article](#) [Email GG&G](#) [Share This](#)

Latest Headlines

Best Buy shares surge 16 percent on upbeat profit view, robust holiday quarter

Reuters.com - Wed, 27 Feb 2019 10:55:56 -0500

U.S. goods trade deficit deteriorates; factory orders edge up

Reuters.com - Wed, 27 Feb 2019 10:54:16 -0500

U.S. trade representative says issues with China are 'too serious' to be resolved with purchases

Reuters.com - Wed, 27 Feb 2019 10:34:04 -0500

Wall Street extends losses after comments from U.S. trade representative

Reuters.com - Wed, 27 Feb 2019 10:27:17 -0500

Oil gains as OPEC defies Trump and sticks to supply cuts

Reuters.com - Wed, 27 Feb 2019 10:17:07 -0500

Saved Articles

View Report

- No saved articles.

Disclaimer of Liability

Our firm provides the information in this e-newsletter for general guidance only, and does not constitute the provision of legal advice, tax advice, accounting services, investment advice, or professional consulting of any kind. The information provided herein should not be used as a substitute for consultation with professional tax, accounting, legal, or other competent advisers. Before making any decision or taking any action, you should consult a professional adviser who has been provided with all pertinent facts relevant to your particular situation. Tax articles in this e-newsletter are not intended to be used, and cannot be used by any taxpayer, for the purpose of avoiding accuracy-related penalties that may be imposed on the taxpayer. The information is provided "as is," with no assurance or guarantee of completeness, accuracy, or timeliness of the information, and without warranty of any kind, express or implied, including but not limited to warranties of performance, merchantability, and fitness for a particular purpose.

The information contained in this communication (including any attachments and/or directs to other online sources) is not intended or written to be used, and cannot be used, for the purpose of avoiding penalties under the Internal Revenue Code.

Webinar content is intended for educational purposes only. Webinars provide a brief summary based on our understanding and interpretation of current law. All tax references are to federal tax law only, unless otherwise stated. The information contained in the webinars is general in nature and is based on authorities that are subject to change. It is not, and should not be construed as accounting, legal or tax advice or opinion provided by Gray, Gray & Gray, LLP. The material presented may not be applicable to, or suitable for, specific circumstances or needs, and may require consideration of non-tax factors and tax factors not described herein. Contact Gray, Gray & Gray or another tax professional prior to taking any action based upon this information.

Changes in tax laws or other factors could affect, on a prospective or retroactive basis the information contained herein; Gray, Gray & Gray assumes no obligation to inform the reader/webinar attendee of any such changes. The material presented is not intended to, and cannot be used to, avoid IRS penalties. This material supports the marketing and promotion of accounting services. Seek advice based on your particular circumstances from independent tax, legal accounting, insurance, investment and financial advisors.