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Going Beyond the Numbers to Deliver Insight, Guidance and Success

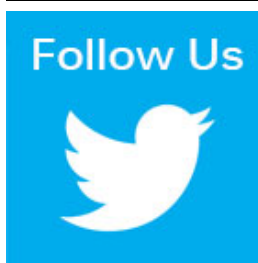
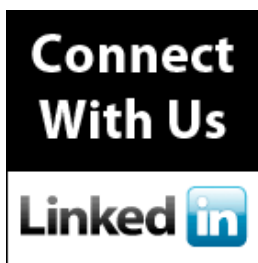
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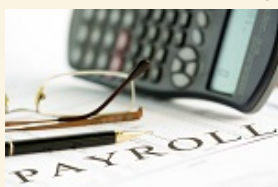
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Gray, Gray & Gray, LLP's News

IRS Cracks Down on Payroll Tax Cheats



With payroll taxes accounting for almost 72% of all revenue collected by the Internal Revenue Service (IRS), employers who attempt to cheat the system pose a significant threat to the nation's tax system. That's why the IRS recently conducted a two-week "education and enforcement" campaign targeting 100 businesses suspected of payroll tax noncompliance. Visits by IRS personnel to the companies resulted in several dozen legal actions against suspected criminals. [Click "Full Article" below to read more.](#)

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Family Business

Trim Compensation Expenses



Family businesses can be on a tight budget and payroll costs could be taking its toll on your company. If you don't monitor those expenses, they can get out of hand. This article provides a checklist of suggestions you can take to help control compensation costs.

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Sales

How Consumer Protection Laws Affect Your Business



Business owners can get trapped by numerous state and federal consumer protection laws. Any number of consumer protection laws can trap even the most honest business owners. Both the federal and state governments have regulations prohibiting certain advertising and pricing practices. Click "Full Article" for a rundown of some of the statutes and how the regulators enforce them.

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Marketing

Trade Show Marketing: 18 Questions to Ask Before You Go



Trade shows can be great places to exhibit your products and services and connect with your business industry. However, participating in a trade show takes a great deal of preparation if you hope to be effective. It can also be expensive. So take the time to get the details right to make the most of the opportunity. Here are 18 questions to ask to help put your resources to their best use.

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