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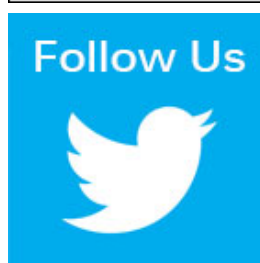
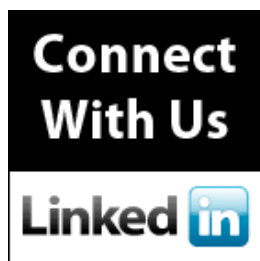
Koch's Corner: News & Information for Closely-Held Companies

We are pleased to introduce "Koch's Corner" - a new monthly feature by Richard Koch, Gray, Gray & Gray's Director of Quality Control in Client Services. ***Koch's Corner delivers concise, "need to know" summaries of important updates on audit & accounting issues for privately-held companies.***

THIS MONTH'S FEATURE: [Recognizing Revenue from Customer Contracts](#)

If your company has contracts with customers, the way you recognize (for accounting purposes) the revenue generated by those contracts has changed. This is an important issue for businesses in a range of industries, including construction, SaaS, and other subscription-based services.

Accounting standards call for revenue to be recognized when it is realized and earned. This poses a problem for contracts that may take several months or years to complete. At what point during the term of the contract do you recognize revenue? [Read more here.](#)



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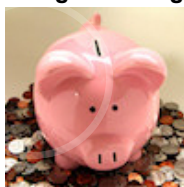
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Family Business

Taking Advantage of Family Funds



Family cash can be a source of capital infusion for the business, but be careful. Borrowing from relatives brings a special set of circumstances that can threaten good rapport. Continue reading for advice on how to minimize family stress when taking out [a loan](#) from a family member.

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Benefits Administration

6 Common COBRA Mistakes Made by Employers



Regardless of their level of experience, HR professionals would all likely agree that COBRA is a complex, labor-intensive area of [benefits](#) administration. That's why it's important for employers to regularly review what's required. To help you stay on top of these tasks and avoid some of the pitfalls, here's a list of six common mistakes associated with COBRA benefits.

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Marketing

Caution Is the Cornerstone of Comparative Ads



To tell the truth, the whole truth and nothing but the truth *and* steal customers from your competitors: that is the aim of a good comparative ad. But the truth isn't as simple as it sounds. The Federal Trade Commission restricts what you can say in comparative ads and a federal law bans two kinds of these ads. Here's a guide that explains the legal implications.

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