

# The Advisor

Going Beyond the Numbers to Deliver Insight, Guidance and Success

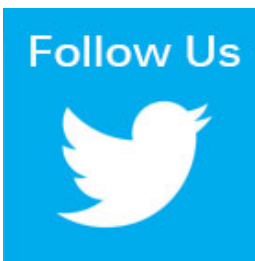
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## Gray, Gray & Gray, LLP's News

### Attention Online Shoppers: Your State Wants Their Sales Tax



The ongoing battle over the collection of sales tax by online retailers has taken a new turn following a ruling by a federal appeals court that could pave the way for states to collect tax on online sales.

Last week, the 10th U.S. Circuit Court of Appeals in Denver reversed a lower court ruling that prevented the state of Colorado from enforcing its "Amazon tax" law (named after online retail giant Amazon). Previously, online retailers were not obligated to collect sales tax on purchases made by residents of states in which the

retailer had no physical presence (such as warehouse or office). [Read the full article here.](#)

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## Family Business

### Survivors: Family Businesses That Last



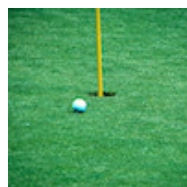
**It's an unfortunate fact** that family businesses have a high rate of failure. Then again, some family-operated companies that began before the Revolutionary War are still alive and well. What makes some companies survive long after others shut their doors? Read the "Full Article" to find out which companies are among the oldest survivors, and what makes them keep ticking.

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## Sales

### Tee Off for Success



**Driving a dimpled ball** down the fairway can be good for business – as long as you know what you're doing. Here's a guide to business golf that can help you build relationships and open the door for more sales. Just remember: The course probably isn't the place where the deal is clinched.

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## Marketing


### Link Email to Your Website

**There may be a** simple way to drive traffic to your website and increase sales. You can accomplish it without spending a dime on advertising. Click "Full Article" to find out how your business may be able to benefit.

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