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Gray, Gray & Gray, LLP's News

The Voluntary Classification Settlement Program



The misclassification of workers by taxpayers has been a widespread problem. By treating workers as non-employees, taxpayers do not pay the employer portion of the Social Security and Medicare taxes on the compensation paid to the workers. In hopes of increasing tax compliance, the IRS has announced a Voluntary Classification Settlement Program (VCSP)(Announcement 2011-64). [Click here to read the full article.](#)

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Timely Opportunities

IRS Provides Penalty Relief to Unemployed and Struggling Taxpayers



The IRS recently announced it is throwing a life ring to unemployed people and self-employed taxpayers who are struggling in today's economy. Relief from failure-to-pay penalties is the latest in a series of "Fresh Start" initiatives the IRS began in 2008. In addition, the tax agency is doubling the dollar threshold for taxpayers eligible for installment agreements to allow more people to qualify. Here are the details.

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Marketing

Tailor Marketing to Your Competition



Dun & Bradstreet and other sources can provide a wealth of valuable data about your rivals that can help you bolster your marketing campaigns. [Click "Full Article"](#) for tips on where to find the information and how to use it to stay on top.

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Human Resources

Beware of Shrewd Wage Negotiators

Some bargaining over salaries is expected at any company but be wary of skilled negotiators. They could cause legal hassles. Here are some tips to help keep a fair pay scale and keep you out of court.

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