

The Advisor

Going Beyond the Numbers to Deliver Insight, Guidance and Success

GRAY GRAY & GRAY
CERTIFIED PUBLIC ACCOUNTANTS | ADVISORS

Westwood | Framingham | Boston

BEYOND THE NUMBERS

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

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

[Click Here to View & Register for Gray, Gray & Gray's Upcoming Webinars!](#)

Gray, Gray & Gray, LLP's News

Do You Know Where Your Tax Dollars are Going?



While Congress is gearing up for a major revision to the federal tax code, the business of government continues to roll forward. The recently released budget proposals for the 2015 fiscal year contain a number of significant tax changes.

For a summary of the numerous tax-related items in the new budget proposal, please click here.

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

Timely Opportunities

Employers: Are You Ready for Expansion of Overtime Requirements?



President Obama just directed the U.S. Department of Labor to "modernize and streamline the existing overtime regulations." What will this mean for employers and how can they prepare for what is ahead? Some employers will be liable for paying time-and-a-half to more employees than they do now. This article explains the upcoming changes, along with the current standards for exemption from overtime.

Copyright © 2014

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

IRS Approves Automatic Extension for Portability Provision



Portability under tax law allows a surviving spouse's estate to use whatever may be left if the estate of a deceased spouse doesn't use the full estate tax exemption. Recent IRS guidance automatically extends the length of time certain estates have to opt for this benefit. Here are the details of the IRS Revenue Ruling.

Copyright © 2014

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

Family Business

Choosing Among the Children

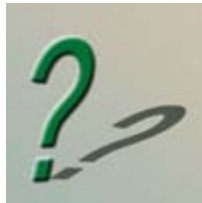
Sibling rivalry is bad enough for parents in their personal lives, but when it filters into the workplace in succession planning, it can be downright nerve wracking. But family businesses can't avoid the issue. Click "Full Article" for some ways to deal it.



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

© 2014, Powered by BizActions





Copyright © 2014

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

Sales

Seize Trade Show Opportunities



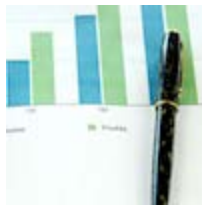
Representing your company at a trade show can be a terrific opportunity to connect with qualified leads -- or an expensive waste of time. Here are some tips to help make sure the industry trade shows that your business attends result in a flurry of new sales and leads.

Copyright © 2014

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

Marketing

Analyze Customer Reports For Maximum Profit Potential



To sustain your bottom line, periodically review the costs involved in selling to, or servicing, each customer. Here are four steps to get started.

Copyright © 2014

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

Latest Headlines

Dutch Gasunie sees cross-shareholding potential with Fluxys, OGE

Reuters.com - Wed, 19 Mar 2014 19:56:40 GMT

FAA review says Boeing 787 Dreamliner is safe

Reuters.com - Wed, 19 Mar 2014 19:53:18 GMT

NY regulator says financial firms could face bans over money laundering

Reuters.com - Wed, 19 Mar 2014 19:39:19 GMT

New generation of small engines to power 27 GM models by 2017

Reuters.com - Wed, 19 Mar 2014 19:33:53 GMT

Fed says to keep rates low even after economy regains health

Reuters.com - Wed, 19 Mar 2014 19:21:55 GMT

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.

To ensure compliance with requirements imposed by the IRS, we inform you that any tax advice contained in this communication (including any attachments) is not intended or written to be used, and cannot be used, for the purpose of avoiding penalties under the Internal Revenue Code.

Investment advisory services offered through Gray Equity Management, LLC. Gray Equity Management, LLC is not affiliated with 1st Global Capital Corp. Securities offered through 1st Global Capital. Corp., Member FINRA, SIPC, (800) 959-8440