

# The Advisor

Going Beyond the Numbers to Deliver Insight, Guidance and Success

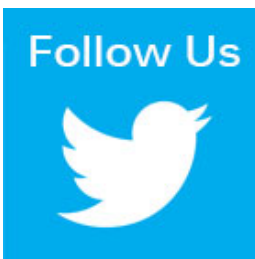
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## Gray, Gray & Gray, LLP's News

### Work Opportunity Tax Credit Extended, Expanded



The recently enacted Protecting Americans from Tax Hikes Act of 2015 (PATH) included a provision that extended the Work Opportunity Tax Credit (WOTC) through 2019, and makes the credit retroactive for new hires made on or after January 1, 2015. In addition, the list of "targeted groups" of individuals who may qualify an employer for the WOTC has been expanded to include long-term unemployment recipients hired after December 31, 2015. [Click here to read more.](#)

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## Family Business

### Understanding the Need for Key Employee Insurance



**Your family business** probably depends on the special skills and personalities of a few key people. What would happen if you suddenly lost those people? Could your business survive? Protect your company with *key employee insurance*. Read on for the details and the tax implications.

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## Benefits Administration

### Violating Workers' Comp Laws can be Costly



**It can be tempting** to cut corners when a business is already struggling to stay afloat. Clipped corners might include misclassifying employees as independent contractors, failing to report injuries and using other ways to circumvent workers' compensation laws. But, in the long run, these mistakes can cost an employer dearly — both in employee safety and substantial penalties. As you'll see by reading the article, they could even cost one business owner his freedom.

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## Marketing

### Grab Hold of Potential Opportunity at Trade Shows



**Representing your company** at a trade show can be a terrific way to connect with qualified leads — or an expensive waste of time. Here are some tips to make sure your visits to industry trade shows result in a flurry of new sales.

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## Latest Headlines

### **Weak investment banking hits JPMorgan, but results beat estimates**

*Reuters.com - Wed, 13 Apr 2016 09:28:50 -0400*

### **About 40,000 Verizon unionized workers walk off the job**

*Reuters.com - Wed, 13 Apr 2016 09:37:12 -0400*

### **Banks, China data drive Wall Street gains**

*Reuters.com - Wed, 13 Apr 2016 09:58:59 -0400*

### **U.S. retail sales fall on weak auto purchases; inflation tame**

*Reuters.com - Wed, 13 Apr 2016 09:21:29 -0400*

### **Many U.S. corporations pay little in federal income taxes: report**

*Reuters.com - Wed, 13 Apr 2016 09:16:37 -0400*

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