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Gray, Gray & Gray, LLP's News

Be Alert for these Federal Labor Law Enforcement Hot Buttons



Even if you run a tight ship with respect to federal labor laws, it's wise to stay current on what the government considers hot-button issues. Doing so can be helpful as you monitor your company's practices and policies -- looking for areas that could create problems and push some of the hot buttons. Here's the latest summary of where the government is turning its spotlight of enforcement.

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Family Business

Disability Insurance and the Buy-Sell Agreement



Could your family business continue to support you if you became disabled? Many companies could not remain solvent for long if they had to pay the salary of an owner who could not contribute to the business. That's why you should have a buy-sell agreement in place that includes disability provisions. Read on to ensure you and your business are protected.

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Sales

Checklist for a Successful Sales Flight



Like a well-trained pilot, a good sales person can perform a preliminary inspection before "takeoff" by going through a list of final items that can maximize the chance for success. Click "Full Article" for a checklist that can help ensure you are ready for every sales call.

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Marketing

The Six Stages of World-Class Customer Service

When it comes to customer satisfaction, it's sink or swim. Customers want service and they want it now. In addition, they will compare your service to what they get from the competition. To help come out ahead, here are the six stages of a more customer-friendly company.

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