

The Advisor

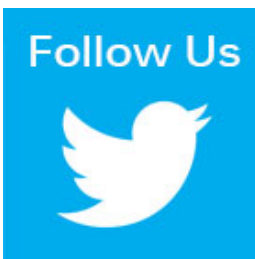
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Gray, Gray & Gray, LLP's News

What is an IC-DISC and How Could It Save You Tax Dollars?



By **Jennifer K. Meyers, CPA, MST**
Gray, Gray & Gray, LLP

American companies exporting goods – and certain services - may be able to enjoy significant federal income tax savings through a little-known instrument known as an interest charge domestic international sales corporation (IC-DISC).

You do not need to be a huge exporter to take advantage of an IC-DISC (say "icy disk"). The types of businesses that might benefit by establishing an IC-DISC includes direct exporters and those whose products make up components of exported items. But you do not have to be a manufacturer at all. Architects, engineers and software developers are a few examples of non-manufacturing businesses who can take advantage of an IC-DISC. [Read more here.](#)

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Family Business

The Fine Points of a Buy-Sell Agreement



Family business owners must take precautions to ensure their interests are protected. One way to achieve this goal is with a buy-sell agreement. But what is the best way to finance the buyouts required under these agreements? And how should business owners handle buy-sell deals to get the best estate planning results? Click "Full Article" to find out.

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Benefits Administration

Workers' Comp Fraud Leads to Hot Water for Employers



Often when we think of workers' compensation fraud, employees are the guilty parties. But there are also many ways employers can game the system. Fraud is fraud, but when an employer is the perpetrator, an entire workforce may be in jeopardy. Here's a rundown of workers' comp and some examples of how companies have been caught bending or ignoring the rules.

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Marketing


Fine-Tune Marketing Efforts by Eyeballing the Competition



Do you know what your business rivals are up to? Put on your detective hat and learn some valuable information about rivals with these 10 ideas.

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