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Gray, Gray & Gray, LLP's News

Selling Your Family Business? Watch Out for Double Taxation!



By **C. Joseph Ciccarello, CPA, MST**
Managing Partner at Gray, Gray & Gray, LLP

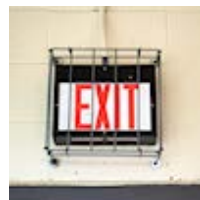
The steady growth of the economy has led to a surge in merger and acquisition activity across many industries. Closely held businesses are not immune to merger fever. Many family business owners are looking to exit while their companies can command top dollar, and others are just as eager to acquire businesses that are once again profitable. It may be a "seller's market" right now, but there are potholes on the road to riches.

Our firm recently completed a valuation for the owner of a company who is contemplating selling his business. Happily, our valuation was right in line with the owner's expectation. The selling price in today's market would bring a significant windfall. But we had to break some bad news to the owner: he is unlikely to pocket nearly as much money as he hoped. [Click "full article" to learn why.](#)

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Human Resources

Glean Critical Information From Departing Employees



Exit interviews can provide you with a wealth of important inside information about your company. But it takes some digging. Here's a questionnaire for departing employees to fill out as well as some strategies to get the most out of that final interview.

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Business Finance

No One Factor Determines Contractor Status

Whether an individual working for your company is an employee or an independent contractor can sometimes cause confusion. Here are some guidelines that will help you know where to draw the line and avoid costly penalties from the IRS and other government agencies.

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