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Gray, Gray & Gray, LLP's News

Did the IRS Put Your Personal Data at Risk?



The convenience of filing tax returns online may come with a steep price. Sophisticated cybercriminals breached the security of IRS computers and may have accessed thousands of taxpayer files and personal financial information. The breach of the IRS' Get Transcript application may have affected up to 100,000 taxpayers.

Click "Full Article" below to learn more about whether your data could be at risk.

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Family Business

Succession Planning Requires Smart Strategies



Overlooking succession planning in a family-operated business is a major mistake. The company you spent years building could cease to exist without a solid plan. Click "Full Article" for some considerations that will allow your firm to continue successfully for generations.

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Sales

Know Your Prospects



The more your staff members know about a prospective buyer, the better equipped they are to link your company's products or services to the customer's bottom line. And that takes some investigation. Click "Full Article" for three steps that can cut wasted effort and increase the percentage of sales leads that turn into "done deals."

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Marketing

Language Skills May Translate into Dollars

In an increasingly international business world, courses in English as a second language aren't enough. You might be able to bolster your business by encouraging more employees to tackle foreign languages. Click "Full Article" to learn more about



how you might be able to benefit.

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