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Going Beyond the Numbers to Deliver Insight, Guidance and Success

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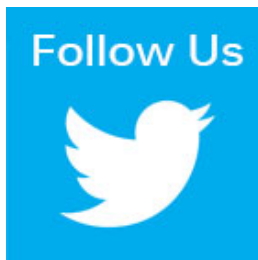
Gray, Gray & Gray, LLP's News

Gray, Gray & Gray Welcomes New Team Members!



At Gray, Gray & Gray, our philosophy on clients and team members is steeped in building strong, long-lasting relationships. We are pleased to introduce some of the newest team members who are committed to providing you with the personalized attention and quality service you deserve.

Derek Rawls, CPA, MST - Director of Tax
Keith Pfeifer, CPA, MSA - Manager, Emerging Business Practice Group
Susan Copeland, CPA - Tax Manager, Franchise
John Guarnotta, MST, MBA, CPA - Tax Manager, Tax
Nicole Bishop - Staff Accountant, Franchise
Ann Harrington - Administrative Assistant, Tax
Megan Ricketts - Staff Accountant, Franchise
Christopher Baumhauer - Supervisor, Franchise
Matthew Ross - Staff Accountant, Tax
Joni Belser - Senior Accountant, Franchise
Daniel Taube - Staff Accountant, Client Services
Jaclyn Linehan - Staff Accountant, Tax
Steven Shaw, MST - Supervisor, Tax
Roy Ruivo, CPA, MSA - Supervisor, Client Services



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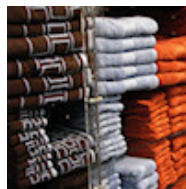
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Timely Opportunities

New IRS Guidance on Changing Accounting Method for Retail Inventory



Many stores use the retail inventory method to approximate ending inventory without taking physical inventory counts. The IRS recently issued final regulations on certain changes within this method and then followed up with procedures for obtaining automatic IRS approval to comply with the changes. This article provides an overview of the retail inventory method and explains the latest IRS guidance.

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Family Business

Define a Chain of Command



Running a business with your relatives can be profitable and fulfilling, but you may have problems that other companies don't have to face. Click "Full Article" for a solution to make your firm run smoothly.

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Sales

Telemarketing Rules for Businesses



Does your business use telemarketing to sell products and services? The federal government allows consumers to sign up for a national "Do Not Call" registry. Click "Full Article" for the details, including penalties telemarketers face for violations, and which organizations can make calls because they're exempt under FTC regulations.
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Marketing

Building on the Momentum of Satisfied Customers



Keeping customers satisfied takes constant effort. Things go wrong and preferences change. Here's a list of actions managers should take to ensure your clientele stays with your business.
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