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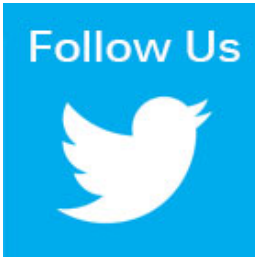
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Gray, Gray & Gray, LLP's News

Derek B. Rawls, CPA, MST, Elected Partner at Gray, Gray & Gray



It is our sincere pleasure to announce that Derek B. Rawls, CPA, MST, has been elected a partner at Gray, Gray & Gray.

"Derek Rawls' expertise in the critical area of state and local taxes has proven to be a distinct advantage for our clients, particularly those operating in multiple states," said Joe Ciccarello, Managing Partner of Gray, Gray & Gray. "His leadership and demonstrated proficiency make him a welcome addition to our management team."

[Read the Press Release Here.](#)

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Register today to save your place at our 2016 Year-End Business Planning Seminar in Canton, MA!

ELEVATE your business strategy at this year's seminar which promises to be like none other. We've assembled a distinguished lineup of leading experts to identify trends, provide advise and delve into the latest issues facing business owners and executives in the coming year. Join us in November for an overview of topics ranging from tax planning (a staple of our annual seminars!)

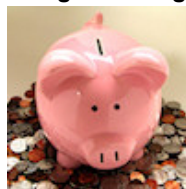
to post-election speculations, employment law, staffing and labor issues, and more. 7 CPE credits are available to attendees.

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Family Business

Taking Advantage of Family Funds



Family cash can be a source of capital infusion for the business, but be careful. Borrowing from relatives brings a special set of circumstances that can threaten good rapport. Click "Full Article" for advice on how to minimize family stress when taking out a loan from a family member.

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Benefits Administration

The Advantages of Online Benefits Enrollment

Open enrollment for benefits has long been a stressful time for human resources departments, and uncertainty and disruption for employees. By far the majority of HR professionals say online enrollment



has helped the process roll out more smoothly. This article describes the advantages of allowing participants to enroll online.

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Marketing

Caution Is the Cornerstone of Comparative Ads



To tell the truth, the whole truth and nothing but the truth *and* steal customers from your competitors: that is the aim of a good comparative ad. But the truth isn't as simple as it sounds. Here's an advertising guide to explain the legal implications.

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