

The Advisor

Going Beyond the Numbers to Deliver Insight, Guidance and Success

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Gray Equity Management, LLC's Financial Strategies Through the Decades Seminars!

Your financial needs change as your life and career advance. That's why Gray Equity Management, LLC has created a series of "age appropriate" seminars that address specific concerns for people in their 20s, 30s, 40s, and 50s.

We'll cover the financial planning considerations that are specific to your age and life situation, including: cash flow management, goals based financial planning, investment management, asset protection and estate planning basics. Join us for the seminar that best fits your age and stage in life to get the information you need to successfully plan for your financial future.

[Click here for more details and to register now.](#)



2016 Year-End Business Planning Seminar!

ELEVATE your business strategy at Gray, Gray & Gray's 2016 Year-End Business Planning seminar which promises to be like none other. We've assembled a distinguished lineup of leading experts to identify trends, provide advice 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.

[Click here for more details and to register now.](#)

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Family Business

A Tax-Smart Strategy: Hire Your Spouse



In the world of taxes, a "Section 105 Plan" can be a win-win situation. If you're married and run a family business, your spouse may do a great deal of work for the company whether or not he or she is on the payroll. Here's a way that you can compensate your spouse, help pay your family's medical expenses and reduce your taxes at the same time ... provided you get the details right.

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Benefits Administration

Why Use Online Enrollment?



Administration of benefits is a job that never ends, as employees come and go and remaining workers want to make changes to their data. That's why having some HR functions automated saves time for all concerned. Companies with online portals give their employees the ability to make decisions and changes on their own, in a relaxed and private fashion. Keep reading to learn more about how technology adds to your benefits program.

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Marketing

The Source of a Satisfied Customer



Service shouldn't be an add-on. It needs to be a central focus when dealing with customers. Here is the password to improved customer relations and the four steps your business should consider.

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