

The Advisor

Going Beyond the Numbers to Deliver Insight, Guidance and Success

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Gray, Gray & Gray, LLP's News



Welcome Aboard to Our Newest Team Members!



We'd like to introduce you to Gray, Gray & Gray's newest team members who are committed to going beyond the numbers for you!

Together, we strive to provide you with the personal attention and quality service you deserve. Our goal is to not only ensure compliance needs are met, but to also help make our clients' lives easier and their businesses more profitable.

James Byman, MBA - Client Services Staff Associate
Paul Dussault – Client Services Staff Associate
David Edelglass, CPA – Tax Staff Associate
Natacha Gomes, MSA – Emerging Business Group Staff Associate
[Aki Goto, CPA, CIA – Client Services Manager](#)
Ryan Jobe – Client Services Staff Associate
Harold Kleinman, MSA – Emerging Business Group Staff Associate
Cesar Luzon – Client Services Staff Associate
Dan O'Connell – Emerging Business Group Staff Associate
Tabitha Osinski – Director of First Impressions
[Janet Tatten, Director of Human Resources](#)

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Don't Miss Gray, Gray & Gray's 2015 Year-End Business Planning Seminar!



Get set to ELEVATE your business strategy at Gray, Gray & Gray's 2015 Year-End Business Planning Seminar!

We've looked at our close working relationships with over 4,000 clients and identified the current trends of what the best and brightest companies are doing. This November, we'll share these best practices with you! **Register now to learn tactical tips and strategies to plan for a successful year ahead.**

Seminar will take place at Gray, Gray & Gray's office in Canton, MA. Space is limited, so be sure to reserve your spot early.

November 4, 2015 - Canton, MA *Exclusively for Clients*
November 5, 2015 - Canton, MA

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

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Family Business

Put Social Networking Sites to Work for Your Family Business



Marketing strategies have changed dramatically in recent years. Like it or not, a huge part of your target audience gets their news and information -- even their opinions -- from social media. Social networking sites like Twitter and Facebook can not only help you to broaden your customer base, but perhaps even reduce your traditional advertising budget. For more details on this win-win, read on.

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Marketing

Write Email Messages With Selling Power



Writing an email message that results in sales is an art and a science. You don't have to be an advertising pro to put together an effective sales message but you do have to follow some fundamental guidelines. Click "Full Article" for seven tips that will make your email pitch a winner and boost your bottom line.

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Human Resources

Nurture Understanding Between Generations for a Peaceful Workplace



Just as families experience generational differences in the home, managers and employees may also experience escalating tensions in the workplace that lead to conflict. Attitudes about work, methods of communication, tolerance for tasks that seem menial and more create impasses that can make for an explosion waiting to happen. Keep reading to learn how a little understanding from all parties may smooth the rough patches.

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