

The Advisor

Going Beyond the Numbers to Deliver Insight, Guidance and Success

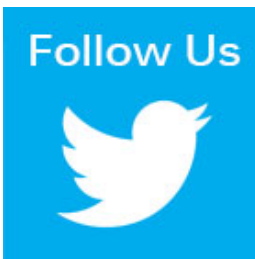
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Gray, Gray & Gray, LLP's News

Don't throw that out, you might need it!



Record Retention Guides

As the time nears to gather records and receipts for your tax return, everybody can use a little help in determining which to keep and which can be discarded. These helpful Record Retention Guides for individuals and business will assist you in cleaning out your files, without jeopardizing necessary documents.

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Family Business

Long-Term Care Insurance Can Be a Tax-Free Perk



For tax purposes, long-term care insurance grows more attractive depending on who buys the policy. There's a big difference in the tax implications of a policy purchased by you as an individual and the same policy purchased by your family business. To find out how to maximize the tax benefits before buying, read the "Full Article."

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Benefits Administration

Testing to Screen Out Reckless Employees



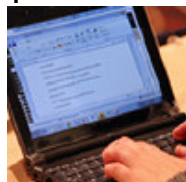
Accidents happen. That's a fact of life. But the last thing any employer needs is to hire someone who has a high likelihood of being involved in or creating safety issues on the job. We've all known at least one person who seems to attract such problems. We sometimes call them "accidents waiting to happen." Smart companies do their best to avoid employing them. Here are some ways.

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Marketing

Spin Email Messages into Gold



The Internet is one of the best marketing tools available. But you can't take full advantage of it until you build a database of email addresses. Here are nine pointers to help keep your list under control and up-to-date.

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