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Going Beyond the Numbers to Deliver Insight, Guidance and Success

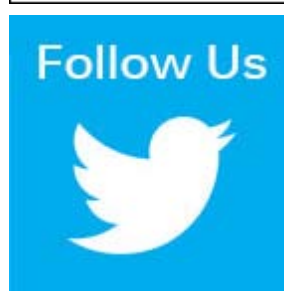
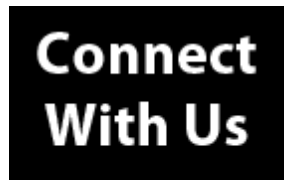
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Gray, Gray & Gray, LLP's News

Congratulations to the 2013 Massachusetts Family Business Award Recipients!



On behalf of the entire staff of Gray, Gray & Gray, we would like to extend our congratulations to all recipients of a 2013 Massachusetts Family Business Award. Each year the Family Business Awards of Massachusetts program honors family businesses who exhibit excellence in management, community involvement and business practices.

An extra special congratulations to Gray, Gray & Gray nominee Johnny Cupcakes - an amazing business, run by an equally amazing family - on their honor in the First Generation Businesses category. We wish you continued success!

[Click here to view the complete list of winners and finalists in the Family Business Association Awards for Massachusetts for 2013.](#)

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Last Chance to Register for Repair Regulations Webinar on November 1st

Have you registered for Gray, Gray & Gray's Expense vs. Capitalization: Understanding the Final "Repair" Regulations webinar on November 1st? You do not want to miss the critical information shared during this session. Click below for more details and to register now.

Expense vs. Capitalization: Understanding the Final "Repair" Regulations
Friday, November 1st - Webinar
Two Times to Choose from:
10:00am ET or 4:00pm ET

And be sure to register for our Year-End Tax Planning webinar on November 21st as well!

Please watch your email for announcement of more great educational opportunities coming soon.

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Timely Opportunities

Gearing Up for Next Year's Tax Season

The IRS has announced that there will be a one or two week delay in the start of the 2014 tax season (for 2013 returns), due to the recent 16-day government shutdown. This article explains the delay along with the other factors you need to prepare, including the 2013 income tax rates, investment income rates, new Medicare surtaxes, medical expense



deduction changes and a list of expiring tax breaks.
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Nine Bright Year-End Tax Planning Strategies for Individuals



The end of another year is coming up, and with it, some of the last opportunities to minimize your individual 2013 taxable income. *The good news:* There's still time to take advantage of some tax-saving strategies before December 31st. Here are nine ideas to consider that involve charitable contributions, medical expenses, investments, college tuition bills and more.
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Family Business

Remember Business Basics When Paying Relatives



Salaries can hit close to home in a family business. Some relatives may feel they're underpaid compared with others. The key to harmony and a profitable business is to rely on industry standards. Click "Full Article" for a rundown of the issues.
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Sales

Charting Your Way to Success



It's not always easy for salespeople to decide how to spend their time and concentrate their efforts. Here are a couple of methods your business can use to help rate prospects and chart the progress of your staff. In the end, it could help you close more sales.
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Marketing

Winning Ways to Compare Products in Advertising



These days, it's not uncommon for businesses to take out advertising comparing their products and services with those of their competitors. It's also not uncommon for competitors to sue, claiming the ads are untrue or violate their trademarks. Here are the stories of two companies who successfully fought these types of lawsuits.
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