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With the end of 2012 just a few weeks away, you'll soon have to start generating a great deal of financial reports to satisfy federal and state requirements. GG&G is here to help with our webinar on Year-End Reporting that will provide an overview of who needs to report what and to whom. Click here to read more and register today!

"Year-End Reporting Done Right" Webinar on Thursday, December 6th at 2:00 EST

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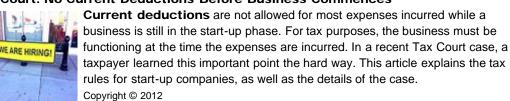
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# **Family Business**

#### Keep the Long-Term in Mind When Instituting Changes



**Planning an expansion, merger or acquisition**, or a new way to boost profits? Change can bring upheaval to a family business so you need to keep the process under control. Click "Full Article" for a checklist of essential questions to answer to help ensure your growth strategy succeeds Copyright © 2012

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# Sales

### Let 'Bluebirds' Lift the Spirits of Sales Reps

**Even top sales performers** can fall into a rut when they hear too many rejections. That's when you want to let some bluebirds bolster their spirits -- and your profits. Click "Full Article" to see one way that might help get your sales team flying out of their doldrums. Copyright © 2012



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# Marketing

#### Make Mission Statement More Than a Wall Ornament



**Your company's mission** statement should be prominently displayed on your Web site, brochures and other materials. Here's how to create a mission statement that highlights your products and services and helps build customer loyalty. Copyright © 2012

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