

The Advisor

Going Beyond the Numbers to Deliver Insight, Guidance and Success

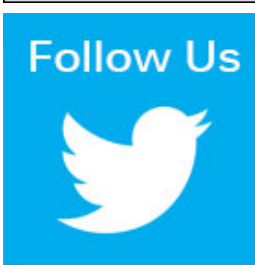
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Gray, Gray & Gray, LLP's News

Counting Down to the New Year



Only four days until we ring in the New Year. As we begin our countdown to 2017, we would like to take this opportunity to express our sincere gratitude to our clients for allowing us to serve you. We would also like to thank our team members for their commitment to going beyond the numbers. We look forward to making 2017 a successful year as we continue going beyond the numbers and serving as strategic advisors for our clients.

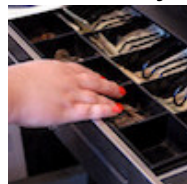
Cheers to a prosperous New Year!

Please note: Gray, Gray & Gray's offices will be closed on Monday, January 2nd.

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Family Business

Old Habits May Be Costing You Dearly



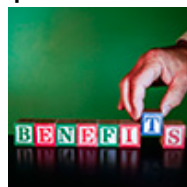
Family businesses, like the one in the classic movie, *It's a Wonderful Life*, have their advantages, as well as their disadvantages. Some businesses hang on to outdated practices or continue to employ relatives who may be detrimental to the company's success. To help take an objective look at your operations, read the "Full Article."

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Benefits Administration

Spell Out Your Benefits to Improve Employee Loyalty



Employees can't value what they don't know they have. You are already investing significant time, money and effort into providing a quality package of benefits for your workers. But many don't realize what is available and how it compares to other employers. In the changing healthcare system, many employees have questions you can answer.

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Your Company Needs a Concierge

Top-notch customer relations keep your business flourishing. Take a tip from the world's great hotels and have a manager skilled in the three Cs of extraordinary service. Click "Full Article" to find out what they are, along with some tips that will make your clientele return time and time again.

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