

# The Advisor

Going Beyond the Numbers to Deliver Insight, Guidance and Success

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## Gray, Gray & Gray, LLP's News

### New Accounting Rules for Software Sales Commissions



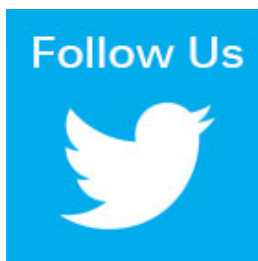
How the costs of obtaining a contract are accounted for has changed. And its complicated, particularly for software and SaaS companies who compensate salespeople on a commission basis.

This new guidance aligns the costs of obtaining a contract with the timing of recognizing the revenue under such contracts. Companies now must track direct and incremental costs (assuming they are recoverable) for obtaining customer contracts, capitalize these costs as assets, and determine an expected amortization period.

[Click here](#) to read more about the Financial Accounting Standards Board (FASB) Accounting Standards Update and what is required to comply.

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## Family Business

### Keeping Family Businesses Harmonious



**The merger of Molson and Coors** highlighted an important issue for family-run companies: Internal conflicts must be resolved. Click "Full Article" for some insight into common sources of strife and guidelines on how families can resolve them.

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## Human Resources

### Hiring the Best: How to Build Your Executive Team



**As an owner and founder** of a fast-growing business, there's only so much you can do to move the operation forward. When you eventually can't cover everything that demands your attention, you'll need to hire a team to run finance, marketing, operations, etc. Hiring an executive team is challenging. Here is some guidance to help ensure that the executives you hire will excel in their roles.

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## Management

### Building a Compliance Culture

**Ensuring compliance** depends on the individual actions of employees. That's why businesses that want to comply with changing laws and regulations should focus on building a compliance culture, where



employees understand why compliance matters as well as their roles in ensuring that it happens. How do businesses do this? Here are some guidelines.

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*Reuters.com - Wed, 04 Mar 2020 10:44:06 -0500*

#### **Top French court deals blow to Uber by giving driver 'employee' status**

*Reuters.com - Wed, 04 Mar 2020 10:26:08 -0500*

#### **Wall Street jumps after Biden's Super Tuesday surge**

*Reuters.com - Wed, 04 Mar 2020 10:22:15 -0500*

#### **Follow the Fed? Why central banks won't be rushed on virus response**

*Reuters.com - Wed, 04 Mar 2020 10:20:11 -0500*

#### **Next Bank of England governor Bailey tells UK firms to expect coronavirus help**

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