



GG&G's Newsletter for Architects, Engineers & Designers

March 2020

Issue No. 75

Strategy Session: Exploring the Importance of Strategic Business Planning with Bryan Pearce

We are pleased to introduce "Strategy Session" - a new article series by Bryan E. Pearce, Gray, Gray & Gray's Director of Strategic Business Planning. Discover proven, accessible approaches to thinking strategically about your business in order to make more informed decisions, with a focus on the six business drivers that will put you in a position to succeed.

FEATURED ARTICLE: [The Importance of Strategic Planning in Today's Rapidly Changing Business Environment](#)

"Change has never happened this fast before, and it will never be this slow again." -- Graeme Wood, Journalist

Business leaders agree that the demands of running a business today are more complex and are changing more rapidly than ever before. The collective impact of technological innovation, new competitors, heightened customer expectations, new ways of working, margin pressures, and a continually evolving regulatory environment poses a significant challenge to business leaders. So how do successful businesses today ensure they continue to "renew" themselves and avoid the risk of decline?



Exploring the Importance of Strategic Business Planning with Bryan Pearce

STRATEGY SESSION

[READ MORE](#)

Gray, Gray & Gray Ranked Among Top Massachusetts Accounting Firms 2020



We are pleased to announce that Gray, Gray & Gray held its position as the 21st "Largest Accounting Firm" in Massachusetts, as ranked by the Boston Business Journal. Our firm ranks 10th among independent firms in the state. The Boston Business Journal's annual rankings are based on the size of the firm's professional staff in the state as of

February 1, 2020 and include both independent firms and regional offices of large national accounting firms.

[CLICK HERE FOR FULL PRESS RELEASE](#)

Just Released! AASHTO's 2020 National Compensation Matrix



The 2020 version of the American Association of State Highway and Transportation Officials' National Compensation Matrix is now available!

Please be sure to use this version of the matrix when determining reasonable levels of compensation for your organization.

For your convenience, Gray, Gray & Gray offers his valuable tool directly on our website.

[VIEW AND DOWNLOAD THE
2020 NATIONAL
COMPENSATION MATRIX HERE](#)

It Takes More Than Numbers.

Gray, Gray & Gray is here to help you "Design and Build Your Future" by going beyond accounting services. We deliver the insight, knowledge and guidance to assist our architecture, engineering and design clients in achieving profitability and growth.

GRAY GRAY & GRAY[®]
CERTIFIED PUBLIC ACCOUNTANTS | ADVISORS
BEYOND THE NUMBERS

781.407.0300
www.gggcpas.com



We're Growing!

View our current job openings and the benefits of joining our team.

[VIEW JOB OPENINGS](#)

The information contained in this communication (including any attachments and/or re-directs to other online sources) is not intended or written to be used, and cannot be used, for the purpose of avoiding penalties under the Internal Revenue Code.

Copyright © 2020. All Rights Reserved.