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Gray, Gray & Gray, LLP's News

Strategy Session with Bryan Pearce: Improving Gross Margins & Efficient Delivery

We are pleased to bring you the next article in our "Strategy Session" 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.

THIS WEEK'S FEATURE: [Improving Gross Margins & Efficient Delivery](#)

Successful high-growth businesses know that a key contributor to a thriving business is a true understanding of the Cost of Goods Sold and Gross Margin. Click "Read more" for a few points you should know.

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Make a Tax-Smart Redemption of C Corp Stock

Current tax laws present an opportunity for owners of family businesses that operate as C corporations. You may be able to get some of the wealth out of your business at a relatively low tax cost. Continue reading for the details of this strategy.

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Benefits Administration

Are You Getting Ripped Off by Workers' Compensation Fraud?



Workers' Compensation is a great resource for employees who genuinely need it, and a protection for the employer. It's also a significant expense for businesses. Unfortunately, among those employees who are less than honest, a growing number have begun to view Workers' Comp as a pot of gold to be mined. Here are some red flags to watch for when Workers' Comp claims arise.

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