

The Advisor

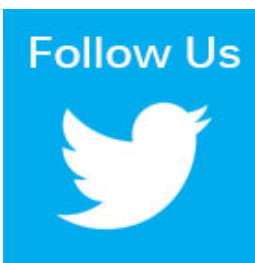
Going Beyond the Numbers to Deliver Insight, Guidance and Success

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Gray, Gray & Gray, LLP's News

This Month's Upcoming Webinars

At Gray, Gray & Gray, we remain committed to staying on the forefront of the changing business landscape and addressing your business concerns and questions. We have an exciting lineup of webinars this month. Be sure to register in advance!

Getting Back to Business as (Not) Usual
TUESDAY, JUNE 9, 2020 – 1:00pm ET

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Gray, Gray & Gray's Director of [Strategic Planning](#), [Bryan Pearce](#), provides a look at how business leaders will need to adapt in the months ahead – from full or partial remote work as the way of the future, to managing a remote workforce, the impact of technology on business operations, business finance in transition, seizing opportunities, and more. Joining Bryan for this important discussion are [Bobby Garret](#), Director of IT at [Gray, Gray & Gray](#), and SPECIAL GUEST [Ahmed Fadili](#), VP, Managed IT Services at [Focus Technology](#), to discuss overcoming the challenges of a changing business landscape from an IT perspective.

Helping Energy Companies Plan for What Comes Next
THURSDAY, JUNE 11, 2020 – 1:00pm ET

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The outlook for heating oil and propane companies in the COVID-19 world remains fluid. How are you planning to manage what comes next? Join Gray, Gray & Gray Partner [Joe Ciccarello, CPA, MST](#), and Director/Energy Practice Chair [Marty Kirshner, CPA, MSA](#), along with [Warm Thoughts Communications](#) President [Rich Goldberg](#) and VP of Marketing Services [Ben Gutkin](#), for this special one-hour webinar as we review important factors that should impact your plans now.

The New Approach to Succession Planning for Energy Companies
THURSDAY, JUNE 25, 2020 – 11am ET

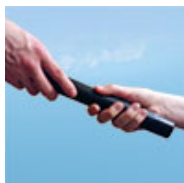
Gray, Gray & Gray, [Federated Insurance](#) and [Robinson + Cole](#) have teamed up for a special presentation. *More information and registration coming soon.*

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Family Business

Don't Treat Your Family Business as a Royal Dynasty



In some family businesses, the succession plan is simply to pass the operation on to the oldest child, or in some cases, the oldest male child. While this may have worked in royal dynasties years ago, it has no place in family businesses. Here are seven steps that current senior owners should consider taking to help make passing the business on a success.

Business Tax

Understanding IRS Audit Guidance



IRS examiners use Audit Techniques Guides (ATGs) to prepare for audits — and so can small business owners. These publications provide detailed information about an industry or audit-prone business transaction. For example, some ATGs are devoted to cash-intensive businesses, such as restaurants and bars. Another guide covers golden parachutes paid in corporate takeovers. Here, we explain ATGs and the types of information they may provide.

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Personal Tax

Rx for Itemizing Medical Expenses



Congress increased the threshold for deducting medical expenses on your personal tax return. Here are more details on these itemized expenses, including a checklist of medical, dental and vision care items to consider when compiling your annual expenses for tax purposes.

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