

The Advisor

Going Beyond the Numbers to Deliver Insight, Guidance and Success

GRAY GRAY & GRAY[®]

CERTIFIED PUBLIC ACCOUNTANTS | ADVISORS

BEYOND THE NUMBERS

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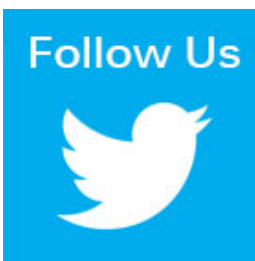
Gray, Gray & Gray, LLP's News

Gray, Gray & Gray Ranked Among Top 200 Accounting Firms in U.S.

Gray, Gray, & Gray, LLP has been named one of the country's Top 200 accounting firms by *INSIDE Public Accounting* magazine. The publication ranked Gray, Gray & Gray as the 172nd largest accounting firm in the U.S., and fourth largest independent accounting firm in Massachusetts. This is the eighth consecutive year the firm has been ranked among the country's Top 200 firms.

"It is gratifying to be recognized for our growth and success," said James DeLeo, Leading Partner at Gray, Gray, & Gray. "This is a wonderful reflection on the dedication and professionalism of the team of people we have at Gray, Gray & Gray, and the trust and loyalty we have received from our clients. All of this while maintaining our independence, an important consideration for businesses who are not interested in becoming a 'small fish in a big pond.'"

Read the full press release [here](#).



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Family Business

Disability Insurance and the Buy-Sell Agreement

Could your family business continue to support you if you became disabled? Many companies could not remain solvent for long if they had to pay the salary of an owner who could not contribute to the business.



That's why you should have a buy-sell agreement in place that includes disability provisions. Read on to ensure you and your business are protected.

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Benefits Administration

Questionable Workers' Compensation Claims are Rising in Numbers



A study of questionable Workers' Compensation claims over a period of about six months gave rise to an interesting report. Total claims were down, but questionable claims were up. That's bad for business and what's bad for business is bad for jobs and therefore, the economy as a whole. Keep reading to learn more.

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Marketing

Learn Your Business From Your Customers



Customer loyalty leads to repeat business and a robust bottom line. Here's how to teach your entire staff to unlock the mysteries of what your clientele wants. This article also includes a questionnaire to print out and hand to your customers. Essentially it lets them give your business a report card. As the CEO of a global company once said: "If you listen closely enough, your customers will explain your business to you."

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