

Fueling Your Future.



Information for Oilheat,
Propane & Petroleum
Business Leaders

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

It takes more than numbers.

Gray, Gray & Gray is here to help you "Fuel Your Future" by going beyond accounting services. With over 70 years in the energy business, we go beyond the numbers by delivering insight, guidance and knowledge to our energy clients so they can achieve growth and profitability.

Gray, Gray & Gray to Co-Present Webinar on Managing Through a COVID-19 Winter

Presenters:

Marty Kirshner, Director & Chair of Energy Practice at Gray, Gray & Gray

Rich Goldberg, President of Warm Thoughts Communications

Phil Baratz, President of Angus Energy

Steve Abbate, Managing Director at Cetane Associates

Please join us for a special joint webinar on Thursday, November 19th at 2pm ET.

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While many propane and oil companies successfully adapted to the first outbreak of COVID-19 last spring, it is quite another challenge to go through an entire heating season with the pandemic resurgent.

Four respected industry experts will share their insights and recommendations on key challenges you are likely to face. In one fast-paced hour, we will discuss:

- PPP forgiveness - implications and curveballs
- 5 ideas to generate more cash from customers quickly
- Rethinking your delivery approach given the unpredictable nature of consumption this year, and the real possibility of drivers being out for long stretches
- Considerations about cybersecurity, particularly in a semi-remote workforce environment
- Important new variables to consider if you are thinking about selling or buying a business now
- Thinking through What - If scenarios before you are in them
- Using smart marketing and sales to turn lemons into lemonade

In order to cover the most ground, each presenter will take 10 minutes to deliver their most important observations and suggestions, before turning it over to questions. Our goal is to pack one hour with maximum helpful content.

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