

The Advisor

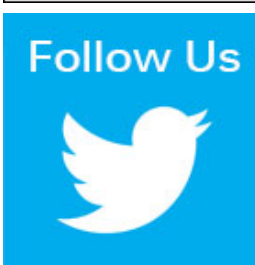
Going Beyond the Numbers to Deliver Insight, Guidance and Success

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Gray, Gray & Gray, LLP's News

Recording Available Now! Virtual Year-End Planning Seminar



In case you missed last week's seminar or would like a refresher on the information shared, now you can access the recording online.

During this seminar moderator [Jim DeLeo](#) and presenters [Kelly Berardi](#), [Derek Rawls](#), [Brad Carlson](#), [Bryan Pearce](#), and [Jenna Rice](#) of Gray, Gray & Gray, LLP; and [Justin Klunder](#) of Gray Equity Management, LLC, guide you through essential topics that all business leaders are facing as the New Year approaches. The group offers up key insights on practical solutions to help inform your own corporate and personal strategies and break through to a stronger 2021.

To view the seminar recording [click here](#).

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Family Business

Sell the Family Business the Tax-Smart Way



Let's say you and the other family business co-owners are ready to cash out by selling the company. You obviously want to maximize the after-tax sales proceeds. Here are some considerations and important steps you can take to help achieve that goal.

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Are You Paying Too Much in Workers' Comp Premiums?

Workers' compensation is an unavoidable fact of life for business owners -- as it should be. It serves as an important safety net, covering both the employees and the employer, from uncontrollable liability.



Unfortunately, it is sometimes taken advantage of -- or unwittingly misused -- causing costs to skyrocket. Continue reading for details.

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