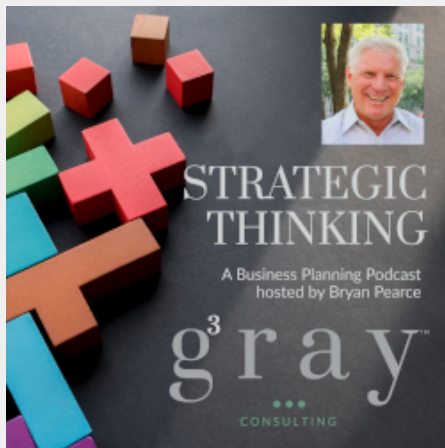


## Gray, Gray & Gray, LLP's News

### New Podcast Episode Now Available! Strategic Thinking from Gray, Gray & Gray



In episode 4, host [Bryan Pearce](#), Director of Strategic Business Planning at Gray, Gray & Gray, interviews [David Model](#), CEO of Triton Systems in Chelmsford, MA. Triton Systems is continually focused on what's next – the next invention, the next breakthrough, the next innovation that can unleash new possibilities in engineering, science and technology to impact our lives. David has over 40 years of business experience in biotech, biomedical, aerospace and other high technology fields and he has served Triton Systems and its affiliates in an executive role from startup through self sufficiency.

Click [here](#) to listen to the latest episode now to learn how Triton Systems has been able to create and sustain a culture of innovation over their nearly 30 years in business.

Be sure to check out other episodes in our podcast series [here](#).

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### Panelists Announced! Gray, Gray & Gray's 2021 Year End Planning Seminar

"Take Control of Your Future" - A Virtual Event on Wednesday, November 17th from 1:30 - 3:00 pm EST







Our upcoming seminar will be packed with crucial information and discussions that will allow you to take control of your future and move forward with confidence. Gray, Gray & Gray Partners, [Kelly Berardi](#), [Derek Rawls](#), and [Brad Carlson](#) will present a Tax Update, discussing the impact of proposed tax changes. We have also assembled a panel of thought leaders who will cover a range of additional topics including newly emergent business opportunities, implications of the new economy on personal wealth, the red-hot M&A market, the new imperative for strategic thinking, and more. Panelists include:

- [Derrick Rebello](#) - Partner, Gray, Gray & Gray
- [Bryan Pearce](#) - Director of Strategic Business Planning, Gray, Gray & Gray
- [Dan Romano](#) - Chief Executive Officer & Chief Compliance Officer, Gray Private Wealth

- [Harry Hanson](#) – Partner, Feinberg Hanson
- [Paul Gabriel](#) – Chief Executive Officer & Co-Founder, Environmental Partners

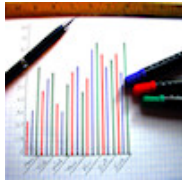
How will the many pandemic-related changes experienced to date – and those still to come – impact you professionally and personally in the future? How might the recently proposed tax changes affect your business and personal financial decisions? Get answers to these questions and more by registering today. Click [here](#) to register.

*Personal wealth services are provided by Gray Private Wealth.*





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## Family Business

### Sell Corporate Stock Tax-Free to an ESOP



**"Work like you own the place!"** Family business owners love to say this, but have you ever considered making it a reality for all or most of your employees? Doing so is feasible by establishing an employee stock ownership plan (ESOP). And from there, you may be able to enjoy some remarkable tax benefits when you're ready to sell the stock. This article explores the details.

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## Operations

### Squeeze Extra Profit From Your Commercial Lease



**Renegotiate** your lease and boost your company's bottom line in the process. Click "Full Article" for some quick ideas on getting your lease to work for you, such as asking for improvements or free rent and renting enough space for potential expansions. You might even find an income source if you can consolidate staff and equipment and offer the newly found space to customers for a few.

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## Business Tax

### Beware of Deductions Claimed for Certain Business Expenses



**Corporations that** make payments to shareholders beware: The IRS may challenge deductions claimed for certain business expenses and other related-party transactions. An inquiry could lead to reclassification of certain payments as constructive dividends, which could have unfavorable tax consequences. Here are the details of one U.S. Tax Court case that highlights this issue.

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