



Gray, Gray & Gray, LLP's News

One Week Away from Gray, Gray & Gray's 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

Plan Ahead to Make Disability Benefits Tax-Free



Expect the best, plan for the worst. Many family business owners and execs obtain company-paid disability insurance to protect against a disabling event or serious illness. But federal income taxes can erode the value of long-term disability insurance. This article explains the rules and explores an intriguing strategy that can transform taxable disability benefits into tax-free dollars.

Marketing

Fine-Tune Marketing Efforts by Eyeballing the Competition



Do you know what your business rivals are up to? Many companies don't take the time to analyze the competition and use the information to find better as to market and sell. With that in mind, put on your deerstalker, get into detective mode and use the 10 ideas in this article to gather some valuable information about your competitors.

Human Resources

A Little Appreciation Goes a Long Way



An employee who doesn't feel appreciated may start looking for another job - and that can cost your company a small fortune. Don't underestimate the value of saying "thank you" and "good job" to staff members. Here are some easy ways to help ensure your employees stick around.

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