



# The Advisor



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

### Recording Now Available! Gray, Gray & Gray's Year-End Planning Seminar



In case you missed our Year-End Planning Seminar or would like a refresher on the information shared, you can now access the recording online.

During this seminar, we provided crucial information that will help allow you to take control of your future and move forward with confidence. Gray, Gray & Gray Partners presented a Tax Update, discussing the impact of proposed tax changes. A panel of thought leaders also covered 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.

Click [here](#) for additional details and to access the seminar recording.

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## Family Business

### Family Businesses Must Handle Financing With Care



**Show me the money!** Family businesses might seem a natural fit for intrafamily loans to seed or support the company. But if the business is unsuccessful, relationships can be strained to a breaking point. And if loans (intrafamily or otherwise) are handled improperly, the IRS can come a-knockin'. This article discusses a variety of important considerations.

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## Benefits Administration

### Workers' Compensation Vs. Disability Income Insurance

**Among individuals** who are 20 years old today, one in four will become disabled by the time they retire. The disability may or may not be work-related, but either way, most people aren't prepared for life with a disability. Disability insurance or workers' compensation can help meet the financial needs that are inevitable. This article explains the difference between the two types of insurance.



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## Marketing

### Smart Ways to Sell More on the Internet



**Strengthen your marketing** efforts by fully and effectively using the power of the Internet and email. You should consider training your staff in the nuances of the electronic age. It will strengthen and extend your reach. A combination of the seven strategies outline in this article can help you increase sales, build better customer relationships and strengthen your bottom line.

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