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Gray, Gray & Gray, LLP's News



Gray, Gray & Gray Named to "Best of the Best" Accounting Firms for Second Year in a Row

Gray, Gray & Gray is pleased to announce that we have been named to "Best of the Best" as one of the nation's best-managed firms by INSIDE Public Accounting magazine. Gray, Gray & Gray is the only Massachusetts firm named to the elite list, and one of only three firms in New England to be selected. [Click here](#) to read the full press release.

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New Webinar! Reporting for Duty: Techniques to Manage the Flow of Information

Join [Bill Constantopoulos](#), Director of Gray, Gray & Gray's Sage Intacct Advisory Practice on Tuesday, September 27th at 1:00 PM EDT, for a guided tour through the best practices of report creation and analysis using industry-leading Sage Intacct technology designed for financial professionals. You will learn about essential visibility, financial reports and charts, activity-specific reporting, ad hoc reports, robust permissions, and customized reporting. [Click here](#) to register.

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Family Business

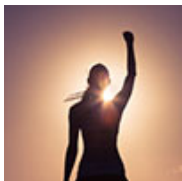


Family Businesses Must Handle Financing With Care

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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Management



Find Your Company's USP

Stand out from the competition by capitalizing on your company's strengths. If you learn to identify and emphasize the *unique selling proposition* of your business, you can draw more customers and improve employee morale. Here are some questions to ask to help uncover your company's USP. We'll also provide an example of how an office equipment retailer discovered its USP and got a leg up on its competitors.

[Full Article](#)

Operations



Guard Against Losses From Employee Theft

Theft by employees costs companies billions of dollars a year. This poses a very serious threat to profitability if left unchecked. Every business needs to set up some internal controls to thwart this type of fraud. This article looks at a few simple steps to take that will help protect your company against purloining staff members. A sidebar shows just how big the problem is.

[Full Article](#)

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