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Gray, Gray & Gray, LLP's News

Sales and Use Tax Five Years After Wayfair



The landmark Supreme Court decision in *South Dakota v. Wayfair, Inc.* in 2018 fundamentally altered the landscape of sales and use tax compliance for businesses with multistate sales. By overturning the physical presence requirement, the Court paved the way for states to require remote sellers to collect and remit sales tax on transactions within their borders, regardless of whether they have a physical presence in the state. [Click HERE to read the full article.](#)

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Family Business

Coping With a Nightmare: Firing a Relative in a Family Business



You're fired! These words aren't easy to say to most employees, but uttering them to a family member can be a nightmare because the fallout could extend far beyond the office and last for years. Such is life running a family business. This article suggest six steps to dealing with a struggling family-member employee that should improve the chances of an amicable outcome.

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Operations

Need Capital? Get to Know Your Loan Products



There comes a time when most businesses need to look to external sources for funding to maintain steady operations or, better yet, fulfill strategic objectives. Business owners and their leadership teams should approach outside financing as discerning, well-educated shoppers. This article explores some of the many types of commercial loan products out there, including traditional loans and lines of credit. It also discusses some of the alternative financing providers now operating.

[Full Article](#)

Business Tax

Spotlight on Transfer Pricing Rules for International Businesses



If your business expands (or wants to expand) its geographical footprint beyond state or U.S. borders, it's important to understand the transfer pricing rules. In a nutshell, transfer pricing refers to cross-border pricing arrangements for transactions between related companies (including parent and subsidiary or brother-sister companies with a common parent) in different jurisdictions. This article explains why the rules matter and how they're regulated.

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