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Gray, Gray & Gray, LLP's News

Top 5 Findings in a Royalty Audit



As a forensic accountant specializing in royalty audits for over two decades, Kevin Howley has encountered numerous instances where licensees or franchisees fall short of their contractual obligations. While each audit presents unique challenges, certain issues consistently emerge across industries and agreement types. Understanding these common findings can help both licensors/licensees and franchisors/franchisees better manage their relationships and ensure compliance with their agreements. [Click HERE](#) to read the full article.

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Announcing New Gray, Gray & Gray Team Members!



We are pleased to welcome new team members to our g3 family. We look forward to bringing your unique skills and experience to our firm, helping to deliver the power of more! Click [HERE](#) to learn more about the newest additions to our team.

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Family Business

Why You Need a Buy-Sell Agreement



Would you believe one of the biggest threats to a family business is the very people who own it? Destructive conflicts can develop in the absence of a buy-sell agreement. Without one, an unanticipated event can pit co-owners against each other — and even bring down the company. Here's an overview of buy-sell agreements, along with a description of methods used to value business ownership interests.

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Human Resources

How to Excel at Executive Hiring



Great business success can rarely, if ever, be accomplished alone. Most company owners reach a point where they simply must add some co-leaders to the organization to rise above the competition and reach that next level. This article describes a variety of best practices for executive hiring, including publicizing your intentions and preparing for the interview.

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Benefits Administration

6 Common COBRA Mistakes Made by Employers



Regardless of their level of experience, HR professionals would all likely agree that COBRA is a complex, labor-intensive area of benefits administration. That's why it's important for employers to regularly review what's required. To help you stay on top of these tasks and avoid some of the pitfalls, here's a list of six common mistakes associated with COBRA benefits.

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