# The Advisor

Going Beyond the Numbers to Deliver Insight, Guidance and Success

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# Demonstrate that Your Firm Won't Tolerate Harassment

**If an employee sues** your company for harassment, you can bolster your chances of winning the case by conducting a timely, comprehensive investigation. Taking proactive steps also shows that your firm is committed to a harassment-free environment.

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Supervisor

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# Congratulations to Newly Promoted Gray, Gray & Gray Team Members!

This month, the Partners of Gray, Gray & Gray are pleased to announce the following team member promotions:



Lilit Gasparyan, MBA Supervisor Client Services



Becky Gosselin Mayer, MSA, CPA Supervisor Emerging Businesses



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### **Business Finance**

### Consider an Alternate Metric to Value Your Small Business



**Valuing a** small business or professional practice can be tricky. Often traditional appraisal methods -- such as discounted cash flow techniques and public stock price-to-earnings multiples -- don't make sense. Instead, seller's discretionary cash flow (SDCF) may be a more meaningful metric. This article discusses when the SDCF method is appropriate and how it works.

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