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Demonstrate that Your Firm Won't Tolerate Harassment

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Supervisor

Client Services

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



Marty Prendergast 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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