

The Advisor

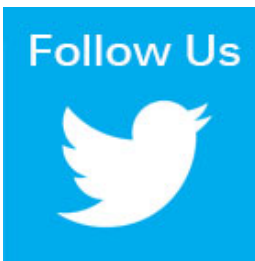
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Gray, Gray & Gray, LLP's News

Merger Integration Challenges



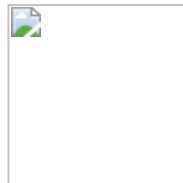
In an overabundance of eagerness to get a deal done, some companies looking to make an acquisition in the M&A market might lose sight of the critical need to successfully integrate the new business post-merger. There are many challenges to be surmounted if that shining M&A deal is going to pay off in long-term growth and expanded market share. Planning for the post-merger integration should start with the first inkling of a deal and proceed in parallel with your due diligence and negotiation process. Here are four potential integration problems that could sour an acquisition if not addressed up front.

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Family Business

Start Succession Planning Now



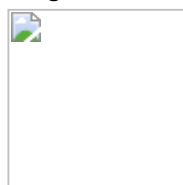
Family business transitions are tricky and they often end in failure. But there are ways to help ensure that your company stays in the family -- if that is your ultimate goal. Click "Full Article" to learn the strategies that are integral to successfully handing over the business keys to family members.

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