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Gray, Gray & Gray News - Transaction Advisory Services

Koch's Corner: 2021 Auditor's Reports Will Have a "New Look" This Year

We are pleased to share the next "Koch's Corner" feature by Richard Koch, Gray, Gray & Gray's Director of Quality Control. ***Koch's Corner delivers concise, "need to know" summaries of important updates on accounting and assurance issues for privately-held companies. THIS MONTH'S FEATURE: [2021 Auditor's Reports Will Have a "New Look" This Year](#)***

Upcoming 2021 calendar year end audits for privately held clients will be subject to new auditor reporting standards issued by the AICPA's Auditing Standards Board ("ASB"). This suite of standards (Statements on Auditing Standards Nos. 134 – 141) will involve significant changes in the presentation and content of the auditors' report. Click [here](#) to access the full article which provides a high-level overview of the new auditor reporting standards.



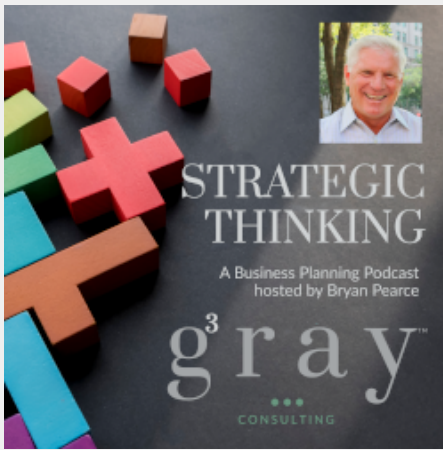
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Announcing Our Very First Podcast Series: Strategic Thinking with Gray, Gray & Gray!

We are excited to announce the launch of our first podcast series – Strategic Thinking with Gray, Gray & Gray. Listen to our first two episodes to discover how business leaders are meeting today's challenges while positioning their companies for future growth. CEOs from a wide range of industries share their insights with host Bryan Pearce, Director of Strategic Business Planning at Gray, Gray & Gray.

In our first episode, Bryan interviews Marty Mazzella of TI-SALES, located in Sudbury, MA. During the interview, Marty discusses his experience with being a leader in the water industry and strategic business planning methods to position his business for future growth. **Click [here](#) to listen now.**

In episode two, Bryan interviews Jen Harrington of HATCH The Agency, a branding agency in Boston, MA. Throughout the episode, Jen highlights some of her strategic business planning methods that have allowed her to successfully position HATCH in a competitive and growing industry. **Click [here](#) to listen now.**



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Mergers & Acquisitions

Is This the Right Time to Sell Your Business?



In today's economy, many business owners are thinking about cashing out by selling their operations. Determining the right time to sell your business can make a huge difference in the price. Here is a list of a dozen questions to ask that can help you get ready and maximize the profit.

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Mergers & Acquisitions

Franchise M&A: Issues to Consider when Drafting an Agreement



Mergers and acquisitions are not uncommon in the franchising world. When negotiating a franchise agreement, it's important to incorporate the possibility of M&A activity in the future. This article examines some of the legal issues.

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