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Gray, Gray & Gray News - Transaction Advisory Services

One Week Away from Gray, Gray & Gray's Year End Planning Seminar!

"Take Control of Your Future" - A Virtual Event on Wednesday, November 17th from 1:30 - 3:00 pm EST



Our upcoming seminar will be packed with crucial information and discussions that will allow you to take control of your future and move forward with confidence. Gray, Gray & Gray Partners, [Kelly Berardi](#), [Derek Rawls](#), and [Brad Carlson](#) will present a Tax Update, discussing the impact of proposed tax changes. We have also assembled a panel of thought leaders who will cover a range of additional topics including newly emergent business opportunities, implications of the new economy on personal wealth, the red-hot M&A market, the new imperative for strategic thinking, and more. Panelists include:

- [Derrick Rebello](#) - Partner, Gray, Gray & Gray
- [Bryan Pearce](#) - Director of Strategic Business Planning, Gray, Gray & Gray
- [Dan Romano](#) - Chief Executive Officer & Chief Compliance Officer, Gray Private Wealth
- [Harry Hanson](#) - Partner, Feinberg Hanson
- [Paul Gabriel](#) - Chief Executive Officer & Co-Founder, Environmental Partners

How will the many pandemic-related changes experienced to date – and those still to come – impact you professionally and personally in the future? How might the recently proposed tax changes affect your business and personal financial decisions? Get answers to these questions and more by registering today. Click [here](#) to register.

Personal wealth services are provided by Gray Private Wealth.

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Registration Open! The Smart Business Dealmakers Boston Virtual Conference on January 20, 2022



Gray, Gray & Gray is proud to be a co-sponsor for this major event that will focus on "the new normal in M&A", featuring speaking engagements, networking, and panel discussions, including "Getting to the Point of Sale – Preparing to Sell Your Business", a one-hour discussion moderated by Gray, Gray & Gray Leading Partner, Jim DeLeo. During this valuable session, business owners will provide insight on what it takes to get your business ready to sell, drawing from their experiences completing their own transactions. Topics will include the best time to start planning, assembling the right team of advisors, key areas that impact valuation, understanding a Quality of Earnings review, and putting your personal exit strategy into motion. Don't miss out on this unique opportunity to hear from experienced leaders in the M&A market.

We hope to see you there. **To learn more about this upcoming conference and to register now, click [here](#).**

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Mergers & Acquisitions

Combinations for Growth



Mergers and acquisitions offer opportunities for growth that can provide many benefits to your existing business. But they also present many chances for taking a wrong turn. Click "Full Article" for a rundown on the challenges of combining with another company.

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Mergers & Acquisitions

Intellectual Property in M&A: Patenting a System for Success



In the global, new media economy, intellectual property due diligence has taken on increased importance in M&A negotiations. And one of the most important categories of intellectual property due diligence is patents. Even companies without significant patent portfolios are bringing in due diligence teams to identify patentable assets and add value. Here is a closer look at the role of patents in intellectual property due diligence.

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