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## Gray, Gray & Gray News - Transaction Advisory Services

### Recording Access! Smart Business Boston Dealmakers Conference Panel Discussion



Gray, Gray & Gray enjoyed the opportunity to participate in the recent Smart Business Boston Dealmakers Conference and network with many local dealmakers.

Now you can access a recording of the Getting to the Point of Sale panel discussion, moderated by Gray, Gray & Gray Managing Partner, [Jim DeLeo](#) and featuring expert insights. Learn what it takes to get your business ready to sell from business owners who have successfully completed their own transactions.

Click [here](#) to watch the panel now.

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### Hank Wolfson Elected Partner at Gray, Gray, & Gray!

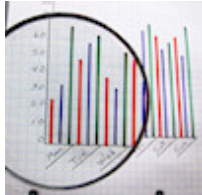


It is our sincere pleasure to announce that [Hank Wolfson](#) has been elected a partner at Gray, Gray & Gray! Hank became the firm's first ever Chief Operating Officer in 2015 and will continue in that role. "Hank Wolfson has played an essential part in our firm's steady growth and expansion," says James DeLeo, MBA, CPA/MST, Leading Partner at Gray, Gray & Gray.

Click [here](#) to read the full press release.

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## Tax Issues When Buying a Business With an Earnout



**Considering the purchase** or sale of a business with an "earnout?" There are important tax consequences for the buyer and the seller. Click "Full Article" to find out what they are, along with some ways to minimize the tax bill paid to Uncle Sam.

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## Mergers & Acquisitions

### Six Steps to Getting Your Business Sale Ready



**Are you** getting ready to sell your business in the near future — or thinking about selling it? It's important to "dress" your business for success to help attract the most potential suitors. Read on to learn what factors drive value and how to prepare your business for sale.

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