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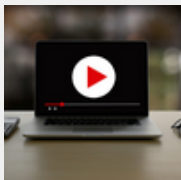
This Month! Upcoming DealMakers Event



Are you interested in joining us at our next **in-person DealMakers event** this month? During this event, we will discuss the current M&A trends and market-making activities. M&A leaders will engage in a roundtable discussion about marketplace dynamics, transactional trends, and the lending environment, as well as pre-sale planning and tax planning. Plus, participants will have the opportunity to network with other transaction-driven individuals. Space is limited. If you or someone you know is interested in attending this merger and acquisition event, or learning more about these events, please contact [Derrick Rebello](#) today.

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Webinar Recording Available Now! Cybersecurity Threats on the Rise: What Every Organization Needs to Know and Do to Mitigate Risk



In case you missed our recent webinar or would like a refresher on the information shared, you can now access the recording online. During this webinar, Gray, Gray & Gray's Hank Wolfson and cybersecurity expert Nathaniel Gravel provided a vital look at the cyber threats aimed at businesses, the most important actions to take to protect yourself, and an understanding of how current global affairs have spiked the risk of cyberattack for American companies. **Click [here](#) to access the recording now.**

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Mergers & Acquisitions



Due Diligence Checklist for Sellers

If you're considering selling your business or having it acquired in a merger, you need to conduct a due diligence investigation. This involves trying to make sure you receive your money's worth — whether the proceeds are in the form of cash, deferred payments, corporate stock or a combination. Here's a look at the issues, along with a checklist of considerations.

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Mergers & Acquisitions



Surviving an Earnout Provision in a Business Sale

These days, more and more sales of privately held businesses are accomplished through the use of earnout provisions. That is, part of the price is paid out after the sale, contingent upon future earnings or some other measure. But structuring an earnout involves several potential pitfalls. Here are five dangers to avoid.

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