



# The Power of Collaboration

National Transaction Advisory Services  
Consulting Experience at Regional Pricing.



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

### Build Value Through The Team - DealTalk with Gray, Gray & Gray's Bryan Pearce



DealTalk

With the current labor market, it is important now more than ever to build value in your business. This starts with your people. Gray, Gray & Gray's [Bryan Pearce](#) had the opportunity to speak on the Smart Business Dealmakers Network's DealTalk program about how to build value in your organization through strategic business planning. **Listen to the full discussion [HERE](#)** to discover eye-opening best practices for adding value to your business through your team.

[Full Article](#)

### Gray, Gray & Gray Named to "Best of the Best" Accounting Firms for Second Year in a Row



Gray, Gray & Gray is pleased to announce that we have been named to "Best of the Best" as one of the nation's best-managed firms by INSIDE Public Accounting magazine. Gray, Gray & Gray is the only Massachusetts firm named to the elite list, and one of only three firms in New England to be selected. **Click [here](#) to read the full press release.**

[Full Article](#)

## Mergers & Acquisitions



### Watch Out for Unfavorable 'Related Party' Rules

**Under the tax code**, being a "related party" in business can be unfavorable in certain purchase-sale transactions. Continue reading for a rundown on how the rules can adversely affect dealings between individuals and entities if the parties involved aren't careful.

[Full Article](#)

## Mergers & Acquisitions



### Preventative Steps Help Ensure M&A Success

**M&A activity** remains active, as illustrated by a string of mega deals that have occurred in recent years. But closing a deal doesn't always mean success. If your company is considering a merger or acquisition, read this article to examine some of the potential advantages and pitfalls.

[Full Article](#)

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