



# The Power of Collaboration

National Transaction Advisory Services  
Consulting Experience at Regional Pricing.



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Gray, Gray & Gray Office Closed November 21-25 for Thanksgiving Break. [Click to learn more.](#)

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

### Announcing Gray, Gray & Gray's 2022 Year End Planning Seminar! Building A Winning Business Strategy

**What will it take to thrive in 2023?** Find out at our Year End Planning Seminar on Thursday, December 1st from 8:00 am – 12:00 pm EST. Join us at our Canton headquarters to learn about the latest tax updates and how mid-term elections could impact the tax landscape. Discover more about the complex new Lease Accounting requirements and how to prepare now to meet them. Uncover technology to assist you with building organizational efficiencies while keeping a pulse on key metrics. Learn more about the importance of cybersecurity in an increasingly connected world. Get a preview of what to expect in M&A and the equity markets in the coming year. Plus, find out how a renewed emphasis on strategic business planning can help keep your organization on the right path – straight from clients who have planned for success in their own companies. Advance registration required. Attendance is free, but seating is limited. [Click here](#) to learn more and to register.

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### Giving Thanks - Thanksgiving Office Closure

Happy November! As the holiday season approaches, we would like to reflect on all that we are thankful for as a firm, most importantly our amazing team members! To show our tremendous gratitude, Gray, Gray & Gray is giving the gift of **MORE** this Thanksgiving holiday. More time with family and friends. More time for hobbies and other things we enjoy outside of work. More time to relax and recharge. What does this all mean? **Gray, Gray & Gray's office will be closed for the entire week of Thanksgiving (November 21-25, 2022), giving our team some well-deserved time off to disconnect and enjoy the holiday.** We wish our clients and friends of the firm a restful and pleasant Thanksgiving holiday.

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### Recording Available! Managing the New Accounting Requirements for Leases Webinar

In case you missed this webinar or would like a refresher on the information shared, you can now access the recording online. After much debate and delay the long-anticipated changes to accounting standards for commercial and residential leases (FASB accounting standards for leases) are finally being implemented. The new standards will have an across-the-board impact for property owners, property managers, and lease tenants. In this webinar recording, Gray, Gray & Gray provides an overview of the new accounting requirements, along with recommendations on how to simplify and streamline the updated reporting process. We also review a new software program – LeaseJava - a cloud-based software program that is specifically designed to automate and simplify lease reporting. [Click here](#) to access the webinar recording now.

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## Mergers & Acquisitions

### Will Your Merger Be Blindsided by Fraud?

Thorough due diligence is essential to the success of any M&A deal. Before merging with another



company, engage a forensic accountant to look for hidden liabilities, overvalued receivables, understated liabilities and overstated inventories. Any of these instances of fraudulent reporting might create an inaccurate picture of a transaction's value.

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## Mergers & Acquisitions



### Thinking about Selling Your Business? Add Value Now

**Ideally, succession** and exit planning for your business should be done on a long-term basis. You don't want to wait until you're ready to sell to try and make changes to enhance the value. The best way to boost value is to improve cash flow by increasing revenue and cutting expenses. This article explains.

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