



# The Power of Collaboration

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

### Happy Holidays from Gray, Gray & Gray!



We wish our clients and team members a joyous holiday season spent with family, friends and other loved ones! **Please note Gray, Gray & Gray will be closed Friday, December 23rd and Monday, December 26th, in celebration of the holiday. We will resume normal business hours on Tuesday, December 27th.**

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### Thanks for Attending Our Year End Planning Seminar!



We appreciate everyone who attended our Year End Planning Seminar on December 1st. We hope that you found the many insights shared during our seminar to be both interesting and informative, as you plan for success in 2023. Special thanks to all of our presenters, moderator and panelists - including [Kelly Berardi](#), [Brad Carlson](#), [Derek Rawls](#), [Rich Hirschen](#), [Bill Constantopoulos](#), [Nate Gravel](#), [Bryan Pearce](#), [Jim DeLeo](#), [Rich Frizzell](#), [Justin Klunder](#), and our client panelists, Kristin Draper of [Draper Knitting Co.](#), Tom Kearns of [DSK | Dewing Schmid Kearns Architects + Planners](#), and Clayton Turnbull of [The Waldwin Group](#) - for sharing their knowledge. Check out more photos from our seminar [HERE](#). **Click [HERE](#) to access the seminar recording.** *Personal wealth services are provided by Gray Private Wealth.*

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## Mergers & Acquisitions

### Warning: Be Sure Your Due Diligence Is Thorough



**Due diligence** is critical before completing a transaction. It uncovers information that can help ensure that the deal is a sound business maneuver, help negotiate a better price or loan terms, and provide evidence to help support a claim in court. This article discusses some of the benefits of a thorough due diligence process.

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## Mergers & Acquisitions

### A Valuation Professional Gives You a Better Shot at a Winning Deal



**Merger and** acquisitions can be daunting endeavors for buyers and sellers. That's why they both have a better shot at a winning deal if they use financial experts proficient in valuation methods. This article describes the specific assistance that experts can provide before, during and after transactions, as well as why it's beneficial for businesses to be prepared to sell even if they have no current plans to do so.

[Full Article](#)

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