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

### Smart Business Boston Dealmakers Conference 2023



Gray, Gray & Gray is proud to be a co-sponsor for The Smart Business Boston Dealmakers Conference, a major M&A event that connects thousands of local dealmakers - from middle-market CEOs to top investors and lenders to leading M&A advisers. The event will take place on Thursday, March 23 at The Westin Copley Place and will feature speaking engagements, networking, and panel discussions, including Preparing Your Company for Sale, a session moderated by our very own Leading Partner, Jim DeLeo. We hope to see you there! [Click HERE](#) to learn more and register.

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## Mergers & Acquisitions

### Get Ready for Due Diligence Long Before a Sale or Merger



**It doesn't matter** where you are in the life span of your business. If you plan to sell someday or merge with another business — even years from now — you need to begin getting ready for the due diligence process. In today's environment, the M&A process is very detailed. Here is a list of issues that your business may be asked to document. The sooner you start preparing, the better.

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## Mergers & Acquisitions

### Evaluate the Effects of Selling a Subsidiary or Division



**Your company may** want to sell a division or subsidiary. Keep in mind that shedding a part of your business can have widespread repercussions ranging from a change in the company's competitive advantage to a drop in employee morale. Here are some critical questions to answer if your company is planning to divest an operating unit.

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