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Gray, Gray & Gray News - Transaction Advisory Services

Upcoming DealMakers Event - October 2023



Are you interested in joining us at our next **in-person DealMakers event** in October? During this event, we will discuss 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 us [here](#).

[Full Article](#)

Save the Date: Gray, Gray & Gray's 2023 Year End Planning Seminar



We are pleased to announce this year's seminar, **Power Up: How to Thrive in 2024**. Stay tuned for more event details and registration coming soon.

Tuesday, December 5th, 2023 at Gray, Gray & Gray's Canton Office
8:00 am – 9:00 am: Registration and Networking Breakfast
9:00 am – 12:00 pm: Seminar

[Full Article](#)

Mergers & Acquisitions

Beware: M&A Activity Can Trigger Unexpected Tax Issues

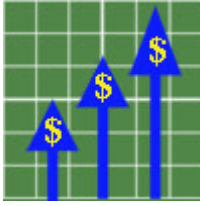


During a merger or acquisition, the issues surrounding employee benefit plans may not get a lot of attention. But afterwards, the complexities of merging a variety of benefit arrangements can overwhelm the companies. Even worse, the IRS is on the lookout for compliance failures after a transaction and may step in to conduct a "team audit."

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Mergers & Acquisitions

Tax Issues When SELLING a Business With an Earnout



Using an "earnout" provision has become a common way to sell or buy a business. With this type of transaction, the seller receives some future payments based on the performance of the business after the sale. Despite the advantages, there are important tax consequences for the buyer and the seller. Here are three different scenarios that might result, along with some ways to minimize the amount of federal taxes.

[Full Article](#)

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