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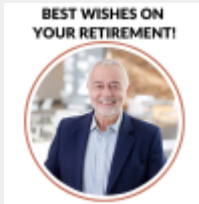


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Gray, Gray & Gray News - Transaction Advisory Services

Gray, Gray & Gray Partner Joe Ciccarello to Retire



It is with deep appreciation and gratitude that Gray, Gray & Gray announces the retirement of longtime Partner C. Joseph “Joe” Ciccarello, CPA, MST. Ciccarello joined Gray, Gray & Gray in 1986 and was elected a Partner in 1992. He served as the firm’s Managing Partner (now Leading Partner) from 2008-2017. During his tenure as Managing Partner he spearheaded the acquisition of three accounting firms, helping Gray, Gray & Gray’s annual revenue more than double. Best wishes on your retirement, Joe! [Click HERE to read the full press release.](#)

[Full Article](#)

Thank You for Attending Our Year End Planning Seminar!

Power Up: How to Thrive in 2024

We appreciate everyone who attended our Year End Planning Seminar on December 5th. We look forward to what 2024 brings, and hope you can take advantage of the many insights shared during the seminar for a successful year ahead. Special thanks to all of our presenters, moderator and panelists - including our keynote speaker, [Eric Mason](#) of the City of Quincy, [Kelly Berardi](#), [Brad Carlson](#), [Derek Rawls](#), [Bryan Pearce](#), [Jim DeLeo](#), [Rich Frizzell](#), [Justin Klunder](#), [Stephen Rusch](#), and our client panelists, [Catherine Erasmus](#) of Taylor Energy, [David Model](#) of Triton Systems, Inc., and [Enzo Scalora](#) of Scalora Consulting Group - for sharing their knowledge.



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Mergers & Acquisitions



Due Diligence Checklist for Sellers

If you're considering selling your business or having it acquired in a merger, you need to conduct a due diligence investigation. This involves trying to make sure you receive your money's worth — whether the proceeds are in the form of cash, deferred payments, corporate stock or a combination. Here's a look at the issues, along with a checklist of considerations.

Mergers & Acquisitions

Surviving an Earnout Provision in a Business Sale



These days, more and more sales of privately held businesses are accomplished through the use of earnout provisions. That is, part of the price is paid out after the sale, contingent upon future earnings or some other measure. But structuring an earnout involves several potential pitfalls. Here are five dangers to avoid.

Full Article

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