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Gray, Gray & Gray News - Transaction Advisory Services

Upcoming DealMakers Event – May 2024



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

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Smart Business Dealmakers Boston Conference Recap



Last month, we were pleased to co-sponsor and attend another successful Smart Business Dealmakers Boston Conference! We enjoyed the opportunity to connect with many local dealmakers and experience sessions ranging from raising capital to buying and selling companies to alternative asset investing. One major highlight from the conference was the session, Preparing Your Company for Sale, moderated by Gray, Gray & Gray Leading Partner, Jim DeLeo.

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Mergers & Acquisitions

Communication Is Critical During Mergers and Acquisitions



There are numerous reasons for wanting to merge with, or acquire, another company. No matter what the reason, once your company makes an announcement, be prepared for months of insecurity and jittery nerves among key groups affected by the transaction. Here's a brief explanation of the stakeholders that need to be informed and what they want to know.

[Full Article](#)

Mergers & Acquisitions

Set a Realistic Price for Your Business



Selling a business is a goal for many owners — either as part of a succession or estate plan. If the time for selling is getting close, you want to come up with a price that you and a buyer can agree on. Here is a look at what is involved in price setting and how to determine a realistic price that satisfies both sides.

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