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## Gray, Gray & Gray, LLP's News

### Competition: The Best Way to Sell Your Business



Selling a company is a complex process. It tends to be a multidisciplinary effort that requires expertise in mergers & acquisitions (M&A), finance, law, tax and accounting, and other areas. Pre-transaction planning is critical, as is post-transaction wealth management. Since most business owners sell only once in a lifetime, it is virtually impossible for a business owner to have knowledge of all the areas required to successfully sell a business for maximum value and optimal terms. This is where an investment banker can be helpful.

Click [HERE](#) to learn more about the best way to sell your business.

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## Family Business

### Family Businesses Must Handle Financing With Care



**Show me the money!** Family businesses might seem a natural fit for intrafamily loans to seed or support the company. But if the business is unsuccessful, relationships can be strained to a breaking point. And if loans (intrafamily or otherwise) are handled improperly, the IRS can come a-knockin'. This article discusses a variety of important considerations.

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## Human Resources

### Solving the Social Media Puzzle



**Social media is a bit of a puzzle for businesses.** It's an incredibly powerful tool for reaching customers and prospects. But posting, scrolling and liking can eat up a lot of employees' time and lead them to say and do things online that reflect poorly on their employer. This article discusses creating a social media policy that protects the company without overly restricting employees.

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## Management

## Six Keys to Successful Change in the Workplace



**Transitions can cause** tension and resistance among even your most loyal employees. So, if you're planning a merger, restructuring or even a new paint color in the office, take some time to involve everyone and allow for discussions. And after the change occurs, monitor the results to help ensure it's successful. Read on for six tips that can help smooth the bumps.

[Full Article](#)

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