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

### Announcing Our Next In-Person DealMakers Event on June 9th!



What are some of the latest merger and acquisition trends right now? Join the DealMakers this June as we 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. Interested in attending? **Contact us [here](#).**

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### Announcing New Service Offering: Search Fund Advisory Services

Gray, Gray & Gray's suite of service offerings is based on our clients' needs and in alignment with our mission of being your complete and trusted business advisor. It is important to us that you are aware of all the services available to you, particularly as your business evolves and your needs change. With this in mind, we are pleased to introduce our newest service offering, **Search Fund Advisory Services.**



Our Transaction Advisory Services team now offers support to entrepreneurs throughout their search fund journey, from formation to acquisition and beyond. We can assist emerging entrepreneurs with finding, acquiring and purchasing businesses they can manage and develop, offering them a pathway to business ownership. Our team provides guidance on the process of securing acquisition capital, fostering transparent communication, clarifying each party's objectives and laying the groundwork for success. Through our integrated Power of More® services, we are well positioned to help entrepreneurs navigate the intricacies of fund structuring. **Click [HERE](#) to learn more.**

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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.

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### **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.

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