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Gray, Gray & Gray News - Transaction Advisory Services

Announcing Our Next In-Person DealMakers Event on October 20th!



What are some of the latest merger and acquisition trends right now? Join the DealMakers this October 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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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.

[Full Article](#)

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](#)

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