



# The Power of Collaboration

National Transaction Advisory Services  
Consulting Experience at Regional Pricing.



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

### Gray, Gray & Gray Promotes Ten Team Members

Gray, Gray & Gray is pleased to announce the promotion of ten team members to new positions.



*"I'm thrilled to announce the promotion of these exceptional team members whose dedication and expertise have been instrumental to our firm's success," said Gray, Gray & Gray's Leading Partner, James DeLeo, MBA, CPA/MST. "Their commitment to excellence and client service exemplifies the values that have made our firm the preferred choice for those seeking forward-looking guidance for their organizations. Congratulations to each of them on this well-deserved achievement."*

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### Announcing the Smart Business Dealmakers Boston Conference on March 5th



Gray, Gray & Gray is pleased to yet again be co-sponsoring **The Smart Business Boston Dealmakers Conference on Thursday, March 5th at The Westin Copley Place**. This major M&A event connects thousands of local entrepreneurs, investors and advisers for a day of dynamic content and networking. With sessions ranging from raising capital to buying and selling companies to alternative asset investing, this conference covers the breadth of the M&A landscape. Use promo code **GRAY250** to save \$250 off registration. Click [HERE to register](#).

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## Mergers & Acquisitions



### Get Ready for Due Diligence Long Before a Sale or Merger

It doesn't matter where you are in the life span of your business. If you plan to sell someday or merge with another business — even years from now — you need to begin getting ready for the due diligence process. In today's environment, the M&A process is very detailed.

Here is a list of issues that your business may be asked to document. The sooner you start preparing, the better.

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## Evaluate the Effects of Selling a Subsidiary or Division



Your company may want to sell a division or subsidiary. Keep in mind that shedding a part of your business can have widespread repercussions ranging from a change in the company's competitive advantage to a drop in employee morale. Here are some critical questions to answer if your company is planning to divest an operating unit.

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