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Gray, Gray & Gray, LLP's News

Service Spotlight: Gray Strategic Partners Investment Banking

Gray, Gray & Gray's suite of service offerings is built around the evolving needs of our clients and reflects our mission to be your complete and trusted business advisor. It is important to us that you are aware of the resources available to you through our affiliate, [Gray Strategic Partners](#), especially as your business grows and your needs change. With this in mind, we are pleased to introduce our latest "Service Spotlight" – Investment Banking!



Why M&A Lending Is Moving to Non-Bank Lenders

By: [Stephen R. Rusch](#) & [Erik Jensen](#), Managing Directors, Gray Strategic Partners

Non-bank lenders are aggressively capturing market share in the M&A world. In 2025, private equity transactions accounted for an estimated 30%-40% of global M&A deal value and approximately 55% in the Americas (predominantly the U.S.), according to PitchBook, which measures private equity participation based on announced transaction value. Read more [HERE](#).

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Family Business

Tax-Smart Ways to Get Cash Out of Your C Corporation



Withdrawing cash from a checking account is easy enough. But getting cash out of a family business structured as a C corporation? Not so easy. This article explains why such withdrawals may be subject to double taxation and suggests five tax-smart ways to make withdrawals, including by arranging for a third-party loan.

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Benefits Administration



6 Common COBRA Mistakes Made by Employers

Regardless of their level of experience, HR professionals would all likely agree that COBRA is a complex, labor-intensive area of benefits administration. That's why it's important for employers to regularly review what's required. To help you stay on top of these tasks and avoid

some of the pitfalls, here's a list of six common mistakes associated with COBRA benefits.

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Operations

Why Strategic Planning and Succession Planning Should Always Go Together



Every business needs to engage in regular strategic planning to guard against risk and seize opportunities in the marketplace. By the same token, every company also needs a succession plan to secure its long-term future. At the end of the day, these two mission-critical tasks — strategic planning and succession planning — really aren't separate at all. They should always go hand in hand. This article discusses some of the key concepts of both.

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