

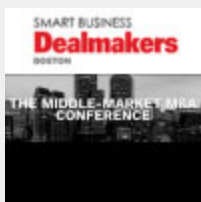


Click to watch our video and discover how Gray, Gray & Gray delivers the Power of More for clients!

[Personal Info](#) | [Refer Colleague](#) | [Unsubscribe](#) | [Feedback](#)

Gray, Gray & Gray News - Transaction Advisory Services

Less Than One Month Away! Are You Ready for the Smart Business Dealmakers Boston Conference?



As a proud sponsor, Gray, Gray & Gray invites you to next month's **2026 Smart Business Dealmakers Conference at The Westin Copley Place on March 5th**. This annual event brings together hundreds of local dealmakers — middle-market CEOs, PE and VC firms, lenders and service providers — for unparalleled networking and engaging panel discussions. Gray, Gray & Gray's Leading Partner, Jim DeLeo, and Partner, Rich Frizzell, will also be co-leading a session on preparing for a thoughtful exit. Use promo code **GRAY250** to save \$250 off registration. **Click [HERE](#) to register.**

[Full Article](#)

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](#).

[Full Article](#)

Private Equity: Taking Companies to the Next Level



Private equity is a force in merger and takeover activity. But this doesn't necessarily mean companies are being broken up and sold in pieces. In some cases, private equity groups invest in fundamentally sound businesses, with the goal of helping them grow over time, and then exit with a profit. If a business needs cash and operational expertise, but management wants to retain some ownership, private equity may be the answer.

[Full Article](#)

Testing the Waters Before Jumping In



One often-cited reason for mergers or acquisitions that fall through is concern over a culture clash between the two companies in the future. So while other due diligence factors focus on *quantitative* factors, one of the most important tasks that can be conducted prior to a union is a *qualitative* cultural evaluation. See how this type of examination might call attention to critical incompatibilities sooner rather than later.

[Full Article](#)

Disclaimer of Liability



Our firm provides the information in this e-newsletter for general guidance only, and does not constitute the provision of legal advice, tax advice, accounting services, investment advice, or professional consulting of any kind. The information provided herein should not be used as a substitute for consultation with professional tax, accounting, legal, or other competent advisers. Before making any decision or taking any action, you should consult a professional adviser who has been provided with all pertinent facts relevant to your particular situation. Tax articles in this e-newsletter are not intended to be used, and cannot be used by any taxpayer, for the purpose of avoiding accuracy-related penalties that may be imposed on the taxpayer. The information is provided "as is," with no assurance or guarantee of completeness, accuracy, or timeliness of the information, and without warranty of any kind, express or implied, including but not limited to warranties of performance, merchantability, and fitness for a particular purpose.

The information contained in this communication (including any attachments and/or re-directs to other online sources) is not intended or written to be used, and cannot be used, for the purpose of avoiding penalties under the Internal Revenue Code.

Webinar content is intended for educational purposes only. Webinars provide a brief summary based on our understanding and interpretation of current law. All tax references are to federal tax law only, unless otherwise stated. The information contained in the webinars is general in nature and is based on authorities that are subject to change. It is not, and should not be construed as accounting, legal or tax advice or opinion provided by Gray, Gray & Gray, LLP. The material presented may not be applicable to, or suitable for, specific circumstances or needs, and may require consideration of non-tax factors and tax factors not described herein. Contact Gray, Gray & Gray or another tax professional prior to taking any action based upon this information. Changes in tax laws or other factors could affect, on a prospective or retroactive basis the information contained herein; Gray, Gray & Gray assumes no obligation to inform the reader/webinar attendee of any such changes. The material presented is not intended to, and cannot be used to, avoid IRS penalties. This material supports the marketing and promotion of accounting services. Seek advice based on your particular circumstances from independent tax, legal accounting, insurance, investment, and financial advisors.