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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 You Need to Understand the Differences Between Strategic Buyers and Private Equity Buyers

By: [Erik Jensen](#), Managing Director, Gray Strategic Partners

We frequently get asked by entrepreneurs who are looking to sell their companies whether they should sell to a strategic buyer or a financial sponsor. This question often leads to confusion about what the terms "strategic buyer" and "financial buyer" mean and what a transaction with each might look like. Read more [HERE](#).

[Full Article](#)

Family Business

Consider Using an FLP to Keep Your Business in the Family

As a family business owner, you're not just building wealth; you're also creating a legacy. If you're considering transferring that legacy to the



next generation, a family limited partnership (FLP) could be worth exploring. Here's an overview of why this can be an effective estate-planning tool, if properly formed and managed.

[Full Article](#)

Benefits Administration

Are You Getting Ripped Off by Workers' Compensation Fraud?



Workers' Compensation is a great resource for employees who genuinely need it, and a protection for the employer. It's also a significant expense for businesses. Unfortunately, among those employees who are less than honest, a growing number have begun to view Workers' Comp as a pot of gold to be mined. Here are some red flags to watch for when Workers' Comp claims arise.

[Full Article](#)

Benefit Q&As for Employers

Incentivizing Employees to Participate in a Wellness Program



The question we answer in this article is:

If an employer decides to incentivize employees to participate in its wellness program, what are some ways to do so and what are the tax implications?

[Full Article](#)

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