A FRAZIER & DEETER COMPANY

# The DealMaker

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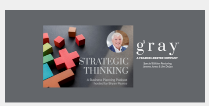
## Gray, Gray & Gray - A Frazier & Deeter Company News


### Frazier & Deeter Establishes New England Presence with Acquisition of Gray, Gray & Gray

We're excited to share that Gray, Gray & Gray is joining Frazier & Deeter, marking an exciting new chapter for our firm, our people and the clients we proudly serve. By joining FD, we'll continue building on the legacy we've created while gaining access to expanded resources, capabilities and opportunities to better support our clients for years to come.

**Click HERE to read the full press release.**

Full Article



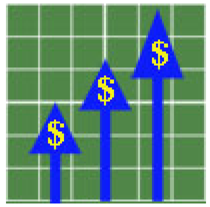

### Strategic Thinking Podcast Special Edition: A Conversation on the Future of Gray, Gray & Gray and Frazier & Deeter

In this special edition of the Strategic Thinking Podcast, host Bryan Pearce, Director of Strategic Business Planning, leads a conversation with Jeremy Jones, Managing Partner & CEO of Frazier & Deeter, and Jim DeLeo, Boston Office Managing Partner of Gray, Gray & Gray – A Frazier & Deeter Company, about the recently announced combination of the two firms and what it means for clients, team members, and the marketplace.

**Listen or watch the full conversation HERE to learn more about the future of the combined firm and the continued commitment to serving clients with the same care, responsiveness, and forward-looking perspective.**

Full Article

## Mergers & Acquisitions



### Tax Issues When SELLING a Business With an Earnout

Using an "earnout" provision has become a common way to sell or buy a business. With this type of transaction, the seller receives some future payments based on the performance of the business after the sale. Despite the advantages, there are important tax consequences for the buyer and the seller. Here are three different scenarios that might result, along with some ways to minimize the amount of federal taxes.

Full Article

### Beware: M&A Activity Can Trigger Unexpected Tax Issues

During a merger or acquisition, the issues surrounding employee benefit plans may not get a lot of attention. But afterwards, the complexities of merging a variety of benefit arrangements can overwhelm the companies. Even worse, the IRS is on the lookout for compliance failures after a transaction and may step in to conduct a "team audit."

Full Article

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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.

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