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Gray, Gray & Gray News - Transaction Advisory Services

Reminder! Upcoming DealMakers Event - May 2024



Are you interested in joining us at our next **in-person DealMakers event** this month? During this event, we will discuss the latest M&A trends and market-making activities. M&A leaders will engage in a roundtable discussion about marketplace dynamics, transactional trends, and the lending environment, as well as pre-sale planning and tax planning. Plus, participants will have the opportunity to network with other transaction-driven individuals. Space is limited. If you or someone you know is interested in attending this merger and acquisition event, or learning more about these events, please contact us [here](#).

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Competition: The Best Way to Sell Your Business



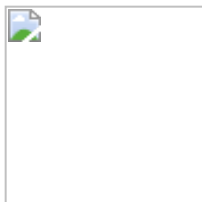
Selling a company is a complex process. It tends to be a multidisciplinary effort that requires expertise in mergers & acquisitions (M&A), finance, law, tax and accounting, and other areas. Pre-transaction planning is critical, as is post-transaction wealth management. Since most business owners sell only once in a lifetime, it is virtually impossible for a business owner to have knowledge of all the areas required to successfully sell a business for maximum value and optimal terms. This is where an investment banker can be helpful.

Click [HERE](#) to learn more about the best way to sell your business.

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Mergers & Acquisitions

Will Your Merger Be Blindsided by Fraud?



Thorough due diligence is essential to the success of any M&A deal. Before merging with another company, engage a forensic accountant to look for hidden liabilities, overvalued receivables, understated liabilities and overstated inventories. Any of these instances of fraudulent reporting might create an inaccurate picture of a transaction's value.

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Thinking about Selling Your Business? Add Value Now



Ideally, succession and exit planning for your business should be done on a long-term basis. You don't want to wait until you're ready to sell to try and make changes to enhance the value. The best way to boost value is to improve cash flow by increasing revenue and cutting expenses. This article explains.

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