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## Gray, Gray & Gray News - Transaction Advisory Services

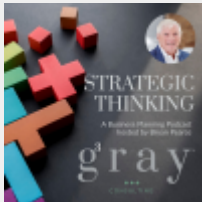
### Financial Due Diligence for Mergers and Acquisitions



Mergers and acquisitions (M&A) come with inherent risks. To mitigate these risks, comprehensive due diligence is essential. Due diligence is the process of investigating a target company to assess its financial health, business operations, and legal compliance. Financial due diligence is a critical component of the overall due diligence process, as it evaluates key metrics which are used to value the target company and provides insights into its financial statements, and potential financial risks and opportunities. [Click HERE to read the full article.](#)

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### Strategic Thinking Podcast: Bryan Pearce Interviews Stephen Rusch of Gray Strategic Partners



Host Bryan Pearce, Director of Strategic Business Planning at Gray, Gray & Gray, interviews Stephen Rusch, Managing Director of Gray Strategic Partners. During this episode, Bryan and Stephen discuss a variety of important topics related to navigating the sale of a business, from when to consider a sale or “recapitalization,” to preparing for a sale and maximizing value of the business, to personal business owner considerations of time and finances beyond the sale. [Click HERE to listen now.](#)

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## Mergers & Acquisitions

### Warning: Be Sure Your Due Diligence Is Thorough



**Due diligence** is critical before completing a transaction. It uncovers information that can help ensure that the deal is a sound business maneuver, help negotiate a better price or loan terms, and provide evidence to help support a claim in court. This article discusses some of the benefits of a thorough due diligence process.

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## Mergers & Acquisitions

### A Valuation Professional Gives You a Better Shot at a Winning Deal



**Merger and** acquisitions can be daunting endeavors for buyers and sellers. That's why they both have a better shot at a winning deal if they use financial experts proficient in valuation methods. This article describes the specific assistance that experts can provide before, during and after transactions, as well as why it's beneficial for businesses to be prepared to sell even if they have no current plans to do so.

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