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Gray, Gray & Gray News - Transaction Advisory Services

Is Now the Right Time to Sell Your Business?



Everyone is broadly familiar with the private equity business. Private equity funds use pools of equity capital to acquire and/or make investments in businesses often using debt to “lever” their returns. They are in the business of buying and selling businesses. Accordingly, everything is for sale at the right price. Businesses owned by families and entrepreneurs are different. The business is often the primary livelihood of the principal owners, includes a lengthy family legacy, confers social status on the owner/operator and perhaps an emotional attachment. However, there are myriad reasons for owners to sell or seek some sort of liquidity event. These reasons include (among other things), retirement, generational succession, the buyout of other shareholders, or simply the rationale desire to “derisk” wealth concentration. **Click [HERE](#) to learn more.**

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Mergers & Acquisitions

Get Ready for Due Diligence Long Before a Sale or Merger



It doesn't matter where you are in the life span of your business. If you plan to sell someday or merge with another business — even years from now — you need to begin getting ready for the due diligence process. In today's environment, the M&A process is very detailed. Here is a list of issues that your business may be asked to document. The sooner you start preparing, the better.

[Full Article](#)

Mergers & Acquisitions

Evaluate the Effects of Selling a Subsidiary or Division



Your company may want to sell a division or subsidiary. Keep in mind that shedding a part of your business can have widespread repercussions ranging from a change in the company's competitive advantage to a drop in employee morale. Here are some critical questions to answer if your company is planning to divest an operating unit.

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