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Gray, Gray & Gray, LLP's News

Webinar Recording Now Available! "The Power of Connection" Demystifying Integrations and Automations

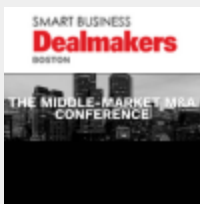


We officially kicked off The Power of Connection webinar series! Thank you to everyone who joined in our session on Demystifying Integrations and Automations. In case you missed this webinar or would like a refresher on the information shared, you can now access the recording online. During Demystifying Integrations and Automations, we take a “big picture” approach to introduce you to software integrations as well as API basics which are the building blocks of integration. **Click [HERE](#) to access the recording now.**

Looking for more? Gray, Gray & Gray's Technology Integrations Consulting services bi-monthly webinar series: “The Power of Connection” continues on April 22 with our next session, Integration Methods and Data Approaches! Learn more and register for other webinars in the series [HERE](#).

[Full Article](#)

One Month Away! Are You Ready for the Smart Business Dealmakers Boston Conference?



As a proud sponsor, Gray, Gray & Gray invites you to next month's 2025 Smart Business Dealmakers Conference at The Westin Copley Place on March 20. This annual event brings together hundreds of local dealmakers — middle-market CEOs, PE and VC firms, lenders and service providers — for unparalleled networking and engaging panel discussions, including *Inside the Deal: A 360° View of Growth & Partnership*, moderated by our very own Leading Partner, Jim DeLeo. Learn the latest strategies for raising capital, buying and selling businesses, and managing a liquidity event. **Register [HERE](#) today with promo code GRAY250 for \$250 off tickets. Learn more about the event [HERE](#).**

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Family Business

Approach Intrafamily Loans Cautiously



Brother, can you spare a dime? How about you mom and dad? Borrowing from a relative may seem perfectly logical for a family business. But "intrafamily" loans can lead to misunderstandings, disappointment and even anger if not handled carefully. This article advises readers to step carefully before borrowing. A sidebar addresses the difference between loans and equity investments.

[Full Article](#)

Operations

Critical Concerns of a Disaster Recovery Plan



A quick rebound after a disaster is critical to maintaining any company's financial stability. That's why establishing and maintaining a viable disaster recovery plan is well worth the effort. This article provides a list of critical issues to consider when identifying and addressing "what if?" disaster scenarios, including data recovery and employee communications. A sidebar looks at some of the issues involved with coming up with a relocation plan.

[Full Article](#)

Business Tax

Understanding IRS Audit Guidance



IRS examiners use Audit Techniques Guides (ATGs) to prepare for audits — and so can small business owners. These publications provide detailed information about an industry or audit-prone business transaction. For example, some ATGs are devoted to cash-intensive businesses, such as restaurants and bars. Another guide covers golden parachutes paid in corporate takeovers. Here, we explain ATGs and the types of information they may provide.

[Full Article](#)

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150 Royall Street Canton, MA 02021