

Buyer Profile

THE SELLER HAS REQUESTED THAT YOU PROVIDE THE FOLLOWING INFORMATION PRIOR TO RELEASING TO YOU ANY INFORMATION ABOUT THEIR BUSINESS

Are you currently employed? _____ If so, in what industry & what position? _____

Explain all experience you have related to the business you are inquiring about: _____

All the businesses types you have previously owned: _____

Place a check mark beside each business category that interests you:

<input type="checkbox"/>	Manufacturing	<input type="checkbox"/>	Any business that can be relocated
<input type="checkbox"/>	Distribution	<input type="checkbox"/>	Retail
<input type="checkbox"/>	Computer/Hi-tech/Sciences	<input type="checkbox"/>	Services: Postal, Copy Center, Tax Prep, etc.
<input type="checkbox"/>	Absentee Ownership	<input type="checkbox"/>	Restaurant / Fast Food
<input type="checkbox"/>	Turnaround Situations	<input type="checkbox"/>	Gas Station, Mini-marts & Car Washes
<input type="checkbox"/>	New/Existing Successful Franchises	<input type="checkbox"/>	Dry Cleaning / Laundromat
<input type="checkbox"/>	Business receiving cash payment	<input type="checkbox"/>	Home Based Businesses
<input type="checkbox"/>	Other: _____	<input type="checkbox"/>	Other: _____

What is your current or most recent annual income? _____

What is the MINIMUM you need to get by the first year of owning your own business? _____

Do you have the flexibility to go without income for a year while building your business? _____

How much in cash do have to invest in this business (don't say, "it depends") _____

What is the source of funds for your down payment? _____

What is the equity in any real estate you own? _____ Will you be borrowing money from friends/family? _____

What is your net worth (all assets you own less all debt you owe)? _____

Have you ever filed bankruptcy? _____ Had a foreclosure? _____ Had an unpaid civil judgment against you? _____

Is there any reason you might be declined a loan for a business acquisition? _____

Does your spouse work? _____ Spouse's Income? _____ Industry and position? _____

Special Interests, Hobbies, Education, Musical Interests? _____

How far from your home are you willing to drive one way to the business you will buy? _____

Will anyone advise you in the review of business records & the decision to purchase any business? _____

What is your time frame to purchase? _ Immediate _ No hurry - How long have you been looking? _____

What businesses have you looked at and why didn't you buy them? _____

Would you be open to considering a Franchise Purchase? _____

Printed Name

Signature

Date

Phone

I certify that the above information is true and correct and understand that Sellers may rely on my answers in providing information about their business to me and/or entering into a contract with me.