



### BUYER PROFILE

Name: \_\_\_\_\_ Date: \_\_\_\_\_

Company (if applicable): \_\_\_\_\_

Address: \_\_\_\_\_ City/State/Zip \_\_\_\_\_

Home Phone: \_\_\_\_\_ Work Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

1. Why do you want to buy a business? \_\_\_\_\_

2. You plan to operate the business: Full Time: \_\_\_\_\_ ; Part Time: \_\_\_\_\_ ; Absentee: \_\_\_\_\_

3. Who else will be involved in the decision? \_\_\_\_\_

4. Name of Financial Partner(s): \_\_\_\_\_

a. Will they be active in the operation of the business? \_\_\_\_\_

b. Do you have a written agreement? \_\_\_\_\_

5. Does spouse work outside the home? Doing what? \_\_\_\_\_

6. What other family members will be active in the business? \_\_\_\_\_

7. If you found the right business today, how soon can you take over? \_\_\_\_\_

8. How long have you been looking for a business? \_\_\_\_\_

Types of Businesses Considered	Sales/Year	Good Points	Bad Points
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

9. Types of businesses in which you are *not* interested: \_\_\_\_\_

10. Do you require immediate income? Yes: \_\_\_\_\_ No: \_\_\_\_\_ ; Minimum monthly income required \_\_\_\_\_

11. How much cash do you have for a down payment and working capital? \_\_\_\_\_

How much of 11 above is liquid? \$ \_\_\_\_\_ ; When will the rest be available? \_\_\_\_\_

12. My Estimated Personal or Business Net Worth: \_\_\_\_\_

*Note: A financial statement will be required of all potential buyers before receiving financial information on any listing, and will be required prior to a meeting with a seller.*

13. Present Occupation or Business: \_\_\_\_\_

14. Experience, Skills, etc. (a resume is helpful): \_\_\_\_\_

15. May we confidentially post your interests on our web site and contact other brokers to provide viable business opportunities for you? Yes \_\_\_\_\_ ; No \_\_\_\_\_

16. Other brokers with whom you are/have worked to avoid duplication of efforts: \_\_\_\_\_

17. Geographic Parameters: \_\_\_\_\_

18. Other Comments: \_\_\_\_\_

Optional: Spouse's Name: \_\_\_\_\_ ; # Children & Ages: \_\_\_\_\_

Brokerage: \_\_\_\_\_ Agent: \_\_\_\_\_

Phone: \_\_\_\_\_ ; Fax: \_\_\_\_\_ ; Email: \_\_\_\_\_