

CONFIDENTIAL



CONFIDENTIAL CUSTOMER PROFILE

Last Name: _____ **First Name:** _____

Address: _____

City: _____ **State:** _____ **ZIP:** _____

Hm.Phone: _____ **Cell Phone:** _____ **Office Phone:** _____

Fax: _____ **E-Mail:** _____

PLEASE ANSWER EACH STATEMENT

1. My cash flow needs in the first year of business ownership will be:
____ less than \$25,000 ____ \$25,000 to \$50,000 ____ \$50,000 to \$75,000
____ \$75,000 to \$100,000 ____ \$100,000 to \$200,000 ____ over \$200,000

2. I can invest as a down payment (and still have working capital):
____ less than \$25,000 ____ \$25,000 to \$50,000 ____ \$50,000 to \$100,000
____ \$100,000 to \$150,000 ____ \$150,000 to \$300,000 ____ over \$300,000

3. I want the business I buy to have this characteristic:
____ Absentee ownership ____ work from home ____ Suitable for a couple
____ Excellent records ____ see remarks below ____ owner/operator

4. I am primarily looking for a business:
____ To explore possibilities ____ to support my needs ____ to add to my present biz
____ As an investment ____ to replace current job ____ for family member

5. I am very interested in businesses in this category:
____ Automotive ____ Biz to biz services ____ Food services
____ Manufacturing ____ Retail ____ Information Technology
____ Convenience store ____ Art/Jewelry ____ Lodging
____ Business & Finance ____ Communications ____ Personal Services
____ Real Estate ____ Construction Trades ____ Other _____

Briefly describe the specific business in which you are interested. If available, please reference the Listing Number and the web site where you saw the business.

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6. I would like to find a business in the following time frame:

Immediate 3 – 6 months 6 – 9 months
 9 – 12 months more than 1 year
 Other _____

7. I would like a business that uses this skill that I have:

General management Operations Mechanical
 Computers Sales & Marketing
 Other _____

8. I have been actively searching for a business to buy for:

Less than 3 months 3 to 6 Months More than 6 Months

9. I am searching for a business to be purchased by:

me individually Spouse & I Business partners & I
 my current business my employer an investment group

10. I can tell you the following about my work experience and background to help you select the best business choices for my review:

Things A Buyer Should Know:

- CONFIDENTIALITY is of the utmost importance! Do not discuss sale with Seller’s employees
- Look for a business that you are familiar with and will enjoy managing.
- Some components of a successful business: Location, Track Record, and Management
- Most Sellers sell for a "human" reason such as: retirement, poor health, divorce, etc...
- Bank financing is very difficult unless you are experienced in the business under consideration
- Small business financials are usually done to pay less tax, not to show large profits.
- Owner financing tells a lot about the quality of a business.
- Rules of Thumb may be used for estimating asking price.
- NEGOTIATE! If you like the business but can’t justify the price, make an offer that suits you.

I am of legal age and financially capable as represented above:

Customer’s Signature

Date

Agent’s Signature

Date