



BUYER PROFILE

NAME: _____

PHONE: _____

ADDRESS: _____

CELL: _____

CITY: _____

E-MAIL: _____

STATE: _____ ZIP: _____

BACKGROUND INFORMATION:

1. Are you currently employed? _____ If so, in what industry and what position? _____

2. Please give a brief description of you responsibilities. _____

3. Please list the industries in which you've worked and the positions you've held since graduating from school:

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

- | | |
|--|---|
| <input type="checkbox"/> Manufacturing | <input type="checkbox"/> Automotive |
| <input type="checkbox"/> Distribution | <input type="checkbox"/> Retail |
| <input type="checkbox"/> Service | <input type="checkbox"/> Absentee Ownership |
| <input type="checkbox"/> Restaurant/Food Services | <input type="checkbox"/> Turnaround Situations |
| <input type="checkbox"/> Computer/Hi technology/Sciences | <input type="checkbox"/> Any Business that can be relocated |
| <input type="checkbox"/> Construction | <input type="checkbox"/> Home Based Business |
| <input type="checkbox"/> Printing/Publication | <input type="checkbox"/> New or Existing Franchise |

5. What is your current annual income? _____

6. What is your net income requirement for the first year of owning your own business? _____

7. What amount of liquid capital do you have for a down payment and working capital? _____

What is the source of those funds? _____

How are you able to verify those funds? _____

8. Select one: my net worth [all assets minus all debts] exceeds \$1,000,000 ___ \$2,000,000 ___ \$5,000,000 ___

9. What is your Fico score? _____

10. Have you ever filed bankruptcy? _____ Had a foreclosure? _____ Had a judgment filed against you? _____

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

12. Does your spouse work? _____ Full Time? _____ Industry and position? _____

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

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

15. What is your timeframe to purchase? _____

16. If you reside outside California and have inquired about a California based business what are your relocation plans and timeframe? _____