

Attention:

Confidentiality and Non-Circumvention Agreement

This is intended to be a legally binding agreement. Read it carefully before signing.

Sunbelt Business Brokers (hereinafter Broker) is engaged by clients (hereinafter Seller) to market and arrange the sale of their businesses and is in possession of confidential information provided by Seller. Undersigned parties (hereinafter Customer) acknowledge their desire to receive from Broker such confidential information. In consideration of good and valuable service provided by Broker and confidential and valuable information provided, in good faith, by Seller, Customer agrees as follows:

CUSTOMER'S PLEDGE

Customer Shall Keep Information Confidential

Customer acknowledges that any confidential information disclosed to others may be damaging to Business and Seller. Customer understands that confidential information includes: fact that business is for sale; financial details; business details; identity of suppliers and customers; and any other disclosed information not generally known by public. Customer agrees not to disclose confidential information to anyone other than his/her advisors and affiliates who shall also agree to be bound by the same confidentiality. Customer agrees that all copies of materials and data provided shall be confidential and shall be returned to Broker in the event that Customer decides not to pursue purchase of business.

Customer Shall Direct All Contact Through Broker

With regard to disclosed businesses, neither Customer nor Customer's agents will contact the business owner, landlords, employees, suppliers, or customers except through Broker. All correspondence, inquiries, offers to purchase, and negotiations relating to the purchase of any business presented by Broker will be conducted exclusively through Broker.

Customer Shall Use Information for Evaluation Purpose Only

Customer acknowledges and confirms that intent is solely to evaluate businesses for purchase and not for purposes of gaining information for business competitors, the IRS, or any other governmental or taxing agency.

Customer Shall Not Circumvent Seller and/or Broker

Customer and/or its agents will not circumvent Seller and/or Broker by obtaining property leases, customers, employees, vendors, or any portion of businesses using knowledge gained through Broker. Customer and/or its agents will not circumvent Broker nor interfere with Seller's contractual obligations to Broker if entering into a transaction with Seller which would reasonably be construed as a sale or transfer of interest, in whole or in part, in a business represented by Broker. If Customer and/or its agents should circumvent Broker and effect any such transaction with Seller within two years after the date of signing below, then Customer and Seller shall immediately become jointly and severally liable for the full commission specified in Broker's contract with Seller.

Customer Initials

Agent's Initials

CONFIDENTIAL



915 E. Gurley
Prescott, AZ 86301
(928) 541-0890 office
(928) 441-1980 fax

www.arizonabizsales.com

Attention:

CONFIDENTIAL CUSTOMER PROFILE

Last Name: _____ First Name: _____

Address: _____

City: _____ State: _____ ZIP: _____

Phone: _____ Fax: _____ E-Mail _____

PLEASE SELECT ONE CHOICE FOR 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 _____

I am especially interested in a _____ business.

(examples: gas station, coffee shops, gourmet food, landscaping contractor, widget manufacturing, tanning salon)

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 back ground 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, e
- Small business financials are usually done to pay less tax, not to show large profits.
- NEGOTIATE! If you like the business but can’t justify the price, make an offer that suits you.
- Fully understand “Discretionary Earnings” as used to determine value.

Please check this box if you would like us to email you information on this and other similar opportunities.

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

Customer’s Signature

Date

Agent’s Signature

Date



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SUNBELT BUSINESS BROKERS
AUTHORIZATION TO
OBTAIN CREDIT REPORT

In connection with my proposed purchase of the assets of:

We, _____,

hereby authorize Sunbelt Business Brokers to obtain a credit report on me.

Print Name

Address City State Zip

Signature Date S.S. # DOB

Print Name

Signature Date S.S. # DOB

Address City State Zip

Sunbelt Agent

Date

FINANCIAL STATEMENT

Assets (Describe all)

Cash on Hand and in Banks	\$
U.S. Government Securities	\$
Account, Loans and Notes Receivable	\$
Cash surrender Value of Life Insurance	\$
Value of Business Owned	\$
Other stocks and Bonds	\$
401K, IRA, SEP	\$
Real Estate - # ()	\$
Automobile - # ()	\$
Household Furnishings and Personal Effects	\$
Other Assets:	\$
Other Assets:	\$
Other Assets:	\$
Total Assets	\$

Liabilities (Describe all)

Notes Payable	\$
Liens on Real Estate - # (3)	\$
Other Liabilities (Itemize)	\$
Other Liabilities (Itemize)	\$
Other Liabilities (Itemize)	\$
Other Liabilities (Itemize)	\$
Total Liabilities	\$

Net Worth \$

Source of Income (Describe all)

Salary:	\$
Salary:	\$
Dividends and Interest:	\$
Bonus and Commissions:	\$
Real Estate Income:	\$
Other Income:	\$
Other Income:	\$
Total Income	\$

The undersigned certifies that this information was provided by him/her and is true and correct. The undersigned understands this information may be provided to a Seller of a business and its agents.

Signature(s): _____ Date: _____

Signature(s): _____ Date: _____

"The above set forth information has been secured directly from the above named individual. Sunbelt Business Brokers has done no due diligence or investigation on the information and in no way guarantees the accuracy of such information, nor does it warrant any assumptions as true and correct."