

CONFIDENTIAL

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