

Date \_\_\_\_\_

Buyer Name (Individual) \_\_\_\_\_ Spouse/Partner Name \_\_\_\_\_

Buyer Entity Name (if other than individual) \_\_\_\_\_ EIN \_\_\_\_\_

Buyer Address \_\_\_\_\_

Email Address \_\_\_\_\_

Work Phone \_\_\_\_\_ Cell Phone \_\_\_\_\_ Home Phone \_\_\_\_\_ Fax \_\_\_\_\_

What do you do now? \_\_\_\_\_

Types of businesses you have owned (if applicable) \_\_\_\_\_

Your Ownership strengths \_\_\_\_\_

Your Ownership weaknesses / dislikes \_\_\_\_\_

Business Advisors (CPA/Attorney) \_\_\_\_\_

Your Education level / years \_\_\_\_\_

How many months have you been looking at businesses to purchase? \_\_\_\_\_

What types of businesses are of interest to you and WHY? \_\_\_\_\_

What is your approximate Net Worth? \$ \_\_\_\_\_

How much are your total cash + liquid assets NOT in retirement plans? \_\_\_\_\_

How much are your total cash + liquid assets ARE in retirement plans? \_\_\_\_\_

Did you know that you can use your IRA and/or retirement funds towards the purchase (DOWN PAYMENT ETC.) of a business WITHOUT PENALTY OR INCURING A TAX LIABILITY? \_\_\_\_\_

How much cash do you have available for a down payment? \_\_\_\_\_

After your down payment, do you have sufficient funds available for initial working capital, etc. requirements? \_\_\_\_\_

Will you need 3<sup>rd</sup> Party financing to purchase a business? \_\_\_\_\_

Do you expect the seller to finance a portion of the purchase price? \_\_\_\_\_ If yes, how much? \_\_\_\_\_

Have you already started the process to obtain a bank / SBA loan to purchase your business? \_\_\_\_\_

If not, have you ever applied for or obtained a bank or SBA loan for a business or commercial purpose? \_\_\_\_\_

If known, what is your credit score? \_\_\_\_\_

What is your business purchase price range (totals of down payment + financing)? \_\_\_\_\_

What minimum level of cash flow after all loan payments is required during your first year of ownership? \_\_\_\_\_

Who, other than yourself, will be involved in the purchase decision? \_\_\_\_\_

Who, other than yourself, will be involved in the operation of the business? \_\_\_\_\_

How many weeks before you can take possession? \_\_\_\_\_

Additional comments \_\_\_\_\_

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