



HAS SOLD MORE BUSINESSES
IN THE WORLD THAN ANYONE.®

Local Confidential Buyer Profile

VR Business Brokers, M&A
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Date _____

Associate Name _____

Buyer Name _____ Spouse/Partner _____

Buyer Address _____

Wk Phone _____ Hm Ph _____ Fax _____

Email Address _____

Partner: Wk Ph _____ Hm Ph _____ Fax _____

"How did you discover VR Mergers & Acquisitions?" _____

Newspaper ___ Yellow Pages ___ Online ___ Mailer ___ Referral ___ If so, person's name _____

"What do you do now?" _____

"What type of businesses have you owned?" _____

"Why do you want to own your own business?" _____

"What will you do if you don't buy a business?" _____

"What are your strong points?" _____

"What are your weak points?" _____

"Who doesn't support your decision to own your own business?" _____

Who will be your business advisors?" _____

"What types of businesses don't you want?" _____

"What types of businesses would you consider owning?" _____

- | | | | |
|---|--|--|---|
| <input type="checkbox"/> Construction | <input type="checkbox"/> Auto Repair Services | <input type="checkbox"/> Service Stations | <input type="checkbox"/> Transportation |
| <input type="checkbox"/> Printing | | <input type="checkbox"/> Misc. Retail | <input type="checkbox"/> Communications |
| <input type="checkbox"/> Concrete Prods Mfr | <input type="checkbox"/> Repair Services | <input type="checkbox"/> Bldg Materials & Hardware | <input type="checkbox"/> Security |
| <input type="checkbox"/> Fabricated Metal Product | <input type="checkbox"/> Food Product Mfr | <input type="checkbox"/> Hotels | <input type="checkbox"/> General Merchandise |
| <input type="checkbox"/> Sanitary Services | <input type="checkbox"/> Apparel | <input type="checkbox"/> Health Services | <input type="checkbox"/> Insurance Agents |
| <input type="checkbox"/> Wholesale Trade | <input type="checkbox"/> Apparel Stores | <input type="checkbox"/> Engineering | <input type="checkbox"/> Real Estate |
| <input type="checkbox"/> Food Stores | <input type="checkbox"/> Furniture & Fixtures Mfr | <input type="checkbox"/> Home Furn & Furnishings | <input type="checkbox"/> Legal Services |
| <input type="checkbox"/> Eating & Drinking Places | <input type="checkbox"/> Textile Mill Prod Mfr | <input type="checkbox"/> Accounting | <input type="checkbox"/> Recreation Services |
| <input type="checkbox"/> Personal Services | <input type="checkbox"/> Plastics Mfr | <input type="checkbox"/> Agricultural Prod | <input type="checkbox"/> Educational Services |
| <input type="checkbox"/> Business Services | <input type="checkbox"/> Paper & Allied Prod Mfr | <input type="checkbox"/> Agricultural Services | <input type="checkbox"/> Internet |
| | <input type="checkbox"/> Chemicals & Allied Prod Mfr | | |
| | <input type="checkbox"/> Automotive Dealers | | |



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"What hobbies or interests do you have?" _____

"What geographic area(s) are you interested in?" _____

"What is your educational background (what have you studied)?" _____

"How many months have you been looking?" _____

"What have you looked at?" _____

"If it had good potential would you consider a turnaround business?" _____

"How much capital have you set aside?" Total \$ _____

Initial Invest. \$ _____ Closing Exp. \$ _____ Operating Ex \$ _____

"How will the total amount change over the next 3 months?" (Increase? Decrease because living off it?) _____

"Source?" Cash (bank, CD, IRA, money market, credit union, _____ \$ _____

"Have you been pre-qualified by as SBA lender?" Which Lender? _____

"What is the minimum monthly income required? Absentee or actively involved?" _____

Other (real estate, auto, ins., credit cards, stock, _____ \$ _____

_____ \$ _____

Other investors _____ \$ _____

"If you need a little bit more where you can get it?" _____

"Considering the money you have, you can generally expect a business valued between \$ X and \$ X, returning your initial investment in the first year or so. How does that fit your expectations?" _____ Price \$ _____

"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 much time will you have to operate the business?" _____

"What would keep you from owning your own business?" _____

"When we find a business that suits you, how many months before you can take possession?" _____

"Have you contacted any other Business Sales Associates in the area?" Yes ___ No ___ If yes, who? _____

Comments: _____
