



HAS SOLD MORE BUSINESSES
IN THE WORLD THAN ANYONE.®

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Buyer Pre-Qualification "1-2-3" Questionnaire

Business Listing ID: _____ Date: _____
Business Title: _____
Business Price: \$ _____
Your Name: _____ Email: _____
Your Address: _____ Phone: _____

Step 1: Pre-Qualification Questionnaire

Answer all of the following questions; if all "Yes" then proceed to Section 2; if you answer "No" to any question then skip to Section 3.	Yes	No
1. Industry: Is this business in an industry in which you want to invest or own?		
2. Pricing: Do you have the financial ability and/or resources to purchase a business within this price range?		
3. Timeframe: Are you ready, willing, and able to purchase a business like this within the next 6 to 8 weeks?		
4. Down Payment: Most businesses, and banks, expect Buyers to have 20% down payment in cash. Do you have 20% liquid cash available for the down payment?		
5. Escrow: Half of the down payment is often placed in escrow with a wire transfer or certified funds. Are you able to submit half of the down payment as a wire transfer or certified funds into escrow with a qualified closing or escrow agent at the time of presenting an offer to purchase this business?		
6. Offer to Purchase: Seller's have an expectation that if you are receiving their business data that it is your intention to make an offer on their business. Are you prepared to make an offer to purchase this business with the assumption that it meets your investment and/or buying criteria? <i>Note: Due diligence begins after all parties sign the Buyer's offer to purchase.</i>		

Step 2: Buyer's Pre-Qualification Packet

Best time to call:

Complete and send all of the Buyer's Pre-Qualification Packet documents below: **Checklist**

Attach this questionnaire.

Attach a copy of your resume and professional references.

Attach a signed copy of your Personal Financial Statement (PFS).

Attach a signed copy of the Buyer-Broker Agreement.

Attach a signed copy of the Non-Disclosure Agreement.

Step 3: Buyer's Consultation

If you answered "No" to question #...

...1: What industry do you want?

...2: What is your price range?

...3: What is your time frame?

...4: How much do you have to work with?

...5: Do you want help with assigning escrow?

...6: Why?

Best time to call:

Email this questionnaire and your supporting documents to Jeff Kalil at jeff@vrgatewaystl.com.