

**FLATIRON VENTURES, INC.**  
**CONFIDENTIAL BUYER PROFILE**

When selling a business, business owners are asked to reveal much information that is confidential and sensitive to their business. Therefore, they require us to screen potential buyers to determine if they have the financial and managerial capabilities to complete the purchase of their business. Until we receive this Buyer Profile and a Non-Disclosure Agreement completed and signed in its entirety, we are restricted from providing any specific information regarding a business listing.

Date Interviewed \_\_\_\_\_ Type of Business Seeking \_\_\_\_\_

Buyer Name \_\_\_\_\_ Spouse/Partner \_\_\_\_\_

Buyer Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Wk Phone \_\_\_\_\_ Home Phone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_ Cell Phone \_\_\_\_\_

"What do you do now (background)?" \_\_\_\_\_

"Current Employer?" \_\_\_\_\_ Duties: \_\_\_\_\_

"What do you like about your job?" \_\_\_\_\_

"What type of businesses have you owned?" \_\_\_\_\_

"Why do you want to own your own business?" \_\_\_\_\_

"Strong points?" \_\_\_\_\_ "Weak points?" \_\_\_\_\_

"Who will be your business advisors, (by Name)?" \_\_\_\_\_

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

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

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

"What location(s) do you prefer?" \_\_\_\_\_

"What do you want to accomplish in owning a business?" \_\_\_\_\_

"What types of businesses *don't* you want?" \_\_\_\_\_

"What types of businesses would you consider owning?" \_\_\_\_\_

"What hobbies or interests do you have?" \_\_\_\_\_ Education? \_\_\_\_\_

"How long have you been looking?" \_\_\_\_\_ "What have you looked at?" \_\_\_\_\_

"Why didn't you buy it?" \_\_\_\_\_

"If it had good potential would you consider a turnaround business?" \_\_\_\_\_ "Type?" \_\_\_\_\_

"How much capital do you have for: Initial Invest. \$ \_\_\_\_\_ Operating Exp. \$ \_\_\_\_\_ Total \$ \_\_\_\_\_

Recent FICO credit score \_\_\_\_\_

Is your cash or FICO score likely to change over the next 3 months? ☐ N ☐ Y \_\_\_\_\_ If Yes, why? \_\_\_\_\_

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

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

Value of your Home \$ \_\_\_\_\_ Current Loan Balance on Home Loan \$ \_\_\_\_\_ Net Equity \$ \_\_\_\_\_

Other investments \_\_\_\_\_ \$ \_\_\_\_\_

"What is your approximate net worth?" \$ \_\_\_\_\_

"If you need a little bit more where might you get it?" \_\_\_\_\_

"Is there anything in your personal or financial history that would inhibit you from being financed?" \_\_\_\_\_

"Minimum income needs first year?" \$ \_\_\_\_\_ "Second year?" \$ \_\_\_\_\_

"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?" \_\_\_\_\_

"How much time will you have to operate the business?" FULL \_\_\_\_ PART TIME\_\_\_\_ NONE \_\_\_\_

"What would keep you from owning your own business?" \_\_\_\_\_

How soon before you can take possession?" \_\_\_\_\_ Months / Weeks

**FOR ALL LIQUOR LICENSING BUSINESSES:** Please complete the following questions:

Have you, in the last 5-years, had an alcohol or drug arrest? N\_\_\_\_ Y\_\_\_\_, IF so when and where? \_\_\_\_\_

Do you have anything in your criminal history that might inhibit your ability to obtain a liquor license? N \_\_\_\_ Y\_\_\_\_,

When, where and for what? \_\_\_\_\_

Do you have anything in your history that might restrict your ability to obtain a liquor license? \_\_\_\_\_

**Businesses Discussed/Toured**

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**Comments**

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