

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

Comments
