

# BLANKET REAL ESTATE

**BUSINESS & PROPERTY BROKERS - MANAGERS - CONSULTANTS**

***"We Cover All Your Needs"***

6 Sleepy Hollow Rd.  
New Fairfield CT 06812

e-Mail: [charlie@BlanketRe.com](mailto:charlie@BlanketRe.com)  
[www.BlanketRealEstate.com](http://www.BlanketRealEstate.com)

Phone: (203) 746 7272  
Fax: (203) 702 5177

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**To: Our Customers & Clients...**

**In order to obtain more information or visit this or any other business the attached Confidentiality Agreement & Questionnaire must be filled in, signed and faxed back.**

**Additional information can only be sent to you if you can show you have the funds, equity or credit ability to purchase the business you are thinking about – Seller financing, if available, will be taken into consideration.**

**It is suggested that you show the maximum you would be willing to invest to buy a business – this doesn't mean you would invest all that you show – it only means that if the deal met all of your criteria – you could invest that amount. With any required financing (bank or Seller) you will need to personally secure the loan and in most cases supply some sort of collateral, usually real estate.**

**Thanks for visiting our site. Check back often as changes, additions or deletions are made frequently.**

**Thank you for your co-operation**

**BLANKET REAL ESTATE  
Administrative Staff  
Brokers  
Agents**

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### AGREEMENT NOT TO DISCLOSE CONFIDENTIAL INFORMATION & DISCLAIMER & NOT TO TALK WITH OWNER OR EMPLOYEES

In order to discuss the specifics of this offer, location and details of the operation must be disclosed to you. It is believed that disclosure of the fact that this Business or Real Estate is for sale or lease would have an adverse effect on current and prospective vendors, franchisers, customers, employees, neighbors and even relations with competitors. Because of this, please be advised that we request:

1. **You** agree **NOT** to disclose the location or any specific information to anyone unless that individual also agrees to respect the confidentiality and terms of this agreement. Furthermore, **you** also agree to be accountable for that person(s) honoring this agreement.
2. **You** understand the significance of obtaining this information and agree **NOT** to contact existing and potential **owners**, vendors, competitors, employees, lessors, lessees, neighbors and franchisers, etc. without written authorization from **BLANKET REAL ESTATE**.
3. **You** agree to promptly return all the information furnished to **you** and destroy all notes and copies thereof made on this matter should interest in this offer end or no further negotiations are taking place.
4. **You** understand that **you** are receiving this information **only** for the purpose of evaluating the business and/or property as a prospective purchase, and for **no** other reason whatsoever. **You** acknowledge that **you** are **not** searching for information for any competitive, governmental, or legal use.
5. **You** acknowledge that neither **BLANKET REAL ESTATE**, nor any of its **agents** or **employees** is making a representation as to the correctness or accuracy of the information that has or will be given you. **You agree that you will independently verify** all such information and **analyze** this opportunity **based on your own investigation and judgment** and consequently indemnify & hold Broker and its Agents harmless from any claims or damage resulting from you **not verifying or analyzing** such information. **BLANKET REAL ESTATE** represents the **Seller** unless a **Buyer's Agent** agreement exists between us.
6. **You** agree **NOT** to enter into any agreement for the purchase/lease/exchange of this business/real estate/location or assets unless the agreement contains a provision that **BLANKET REAL ESTATE\*** is the procuring cause of such agreement and that **BLANKET REAL ESTATE\*** is entitled to the Broker's Commission in the Listing/Buyer's Agency Agreement should a sale/lease be concluded.

#### THE ABOVE IS ACKNOWLEDGED AND IS AGREEABLE TO ME

A fax copy of this agreement and any signatures shall be considered for all purposes as originals. You acknowledge receiving a copy of this agreement.

Signature	Day Phone
Print Name	Evening Phone
	Cell Phone
* And Cooperating Broker/Agent	e-Mail
	Amount of cash available for investment
	 

*...PRINTED NAME, ADDRESS, e-MAIL & PHONE NUMBERS MUST BE LEGIBLE...*

# BUYER QUESTIONNAIRE

BLANKET  
REAL ESTATE  
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Please print clearly & big enough because fax will blur writing

Name

Home Phone

Address

Work Phone

Fax

City, State, Zip

Cell

e-Mail

Own or Rent

1. Business that you are interested in obtaining information is

2. Where did you find this business listed?

Listed Price

3. How much do you have available to invest in this or another business?

4. Where would the rest of the money come from to purchase this business? (e.g. Owner Financing, Home Equity, Friends/Relatives, Business Bank Loan, Other)

5. How long have you been looking for a business?

6. What minimum salary requirements do you require?

Other types of businesses  
you might be interested in...

7. In the last 10 years what kind of work have you done (positions – job titles etc. – special skills you have)

8. Why are you interested in this business?

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## Please Read This Before Looking At Any Of The Enclosed Information

The information contained in the attached Flyer or Executive Summary was assembled to help you pick a business for further research. The disclaimer gives you important information, so it is repeated here...

This information has been obtained from the Seller, historical records, personal observation, ProForma's and/or industry averages and ratios. This is done to estimate the actual performance of this operation based on past performance yet adjusted for current conditions and potential cash flows. Remember, if you do not obtain the sales or keep the expenses as shown then the results of this analysis are useless. As always check what your sales and expenses will be should you buy this business. Do not rely on what the Owner, broker or your advisor says the business did or can do - satisfy yourself that you can do the same or better - Don't buy this or any other business until you do! Use this information to judge your interest in this business. Detailed information including tax records and time to review will be provided upon acceptance of an offer to purchase. No representation to the accuracy of this information is being made. Verify important details before reliance or dependence. This Offer is also subject to price changes and withdrawal - without notice. Note, unless specifically stated in writing, Blanket R.E. represents the Seller.

It is suggested that you use this Flyer/Executive Summary as a Check Sheet. If the information contained herein interests you enough to look further into the business, then take this material with you when you visit the business. Every word and figure should be verified by you and/or your advisors. You shouldn't assume that anything herein is accurate until you verify it.

Some information e.g. like financial, won't be verified until an Offer is made and "Due Diligence" begins (a complete checking of the Books & Records). But note, this doesn't happen until after an Offer is made.

You might be wondering how do I make an Offer if I can't verify the figures? Use the material you received or will get, answers to questions you ask during your visit to the business and personal observations you make about what you see to make your Offer. Any Offer you make will be subject to a detailed examination of the Books & Records, equipment, inventory etc. after your Offer is accepted by the Owner. This protects you and the Owner.

Most Owner's will not show their Books and Tax Returns until they know that a Buyer, when satisfied, will in fact be willing and able to purchase the business at the negotiated price in the Offer. If you aren't satisfied with this or feel uncomfortable - then perhaps you aren't ready to buy this business or make an Offer. You might need to do more research on the industry or the buying process or maybe even do a reality check on your decision to become a business Owner. You can find info on the buying process in a book store or library or go to our web site - I've written and assembled several articles on this process.

You need to realize that many small business Owners aren't good bookkeepers. Expecting to see an accurate portrayal of the Books on a spreadsheet or Tax Return is like looking for a needle in a haystack. You probably will never find a business that the Books or Tax Returns accurately reflect what's going on in the business. That is why a ProForma is used - it allows you to build the Profit or Loss Statement from the ground-up. Use what has been provided to build your own ProForma. In doing so, you will learn a lot more about the business you are thinking of buying than if you didn't. Just don't rely on the numbers contained herein - do your own work to verify - verify - verify. As the saying goes... trust what you get and are told, but verify everything!

Sign here to acknowledge your understanding to the above

Sign here