

Confidential Buyer Profile – Initial Interest

These questions help buyers focus on the kind of business opportunity that might be a good fit. In a first discussion, it's helpful to review these items. While we don't need answers to everything to get started, the information helps us set expectations and serve the buyer better. All information is confidential.

Buyer Name:		Phone #:	
Date:		E-mail:	
Agent:		NDA:	<input type="checkbox"/> Sent <input type="checkbox"/> Received
Specific listing(s) of interest:			
How did you hear about this business or about us?	<input type="checkbox"/> Company Website <input type="checkbox"/> BizBuySell <input type="checkbox"/> BizQuest <input type="checkbox"/> Other: _____	<input type="checkbox"/> BizBen <input type="checkbox"/> LoopNet <input type="checkbox"/> Google Search <input type="checkbox"/> Referral From: _____	
Type of business interest:	<input type="checkbox"/> Restaurant <input type="checkbox"/> Service <input type="checkbox"/> Retail <input type="checkbox"/> Hotel <input type="checkbox"/> B&B <input type="checkbox"/> Mfg. <input type="checkbox"/> Other _____		
How would you describe your ideal business?			
What cities/locations would you consider for the business?			
Any specific requirements? E.g. #seats, liquor license, #rooms, franchise, budget/mid/luxury, mgr. in place, residence, etc. Anything NOT of interest?			
What income do you need? Is it your primary/only income?			
What price range are you considering?			
Previous experience in this industry? Previous experience owning any type of business? Other relevant skills or experience?			
What are you currently doing? What businesses or properties do you currently own?			
Where do you live now? When could you visit?			
What is your time frame? How long have you been looking?			
Will you work in the business? What about spouse/family?	<input type="checkbox"/> Part Time <input type="checkbox"/> Full Time		
How do you plan to finance the purchase? Credit score? Any credit history issues?	<input type="checkbox"/> All Cash <input type="checkbox"/> SBA Loan <input type="checkbox"/> Investor <input type="checkbox"/> Other		
Assets available to support the purchase? (Indicate amounts.)	<input type="checkbox"/> Bank/Brokerage <input type="checkbox"/> IRA/401K <input type="checkbox"/> Home Equity <input type="checkbox"/> Other		
Who other than you decides on a purchase? (Name.)	<input type="checkbox"/> Spouse <input type="checkbox"/> Partner/Co-buyer <input type="checkbox"/> Other		
Other notes:			