



# the BUSINESS HOUSE, inc.<sup>sm</sup> – Buyer Profile

**Please write legibly when completing this form**

Name: \_\_\_\_\_ Date: \_\_\_\_\_

Company (if applicable): \_\_\_\_\_

Address: \_\_\_\_\_ City/State/Zip \_\_\_\_\_

Home Phone: \_\_\_\_\_ Work Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Cell: \_\_\_\_\_

1. Why do you want to buy a business? \_\_\_\_\_
2. You plan to operate the business: Full Time: \_\_\_\_\_ ; Part Time: \_\_\_\_\_ ; Absentee: \_\_\_\_\_
3. Who else will be involved in the decision? \_\_\_\_\_
4. Name of Financial Partner(s): \_\_\_\_\_
  - a. Will they be active in the operation of the business? \_\_\_\_\_
  - b. Do you have a written agreement? \_\_\_\_\_
5. Does spouse work outside the home? Doing what? \_\_\_\_\_
6. What other family members will be active in the business? \_\_\_\_\_
7. If you found the right business today, how soon can you take over? \_\_\_\_\_
8. How long have you been looking for a business? \_\_\_\_\_

Types of Businesses Considered	Sales/Year	Good Points	Bad Points
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

9. Types of businesses in which you are **not** interested: \_\_\_\_\_

10. Do you require immediate income? Yes: \_\_\_\_\_ No: \_\_\_\_\_ ; Minimum monthly income required \_\_\_\_\_

11. How much cash do you have for a down payment and working capital? \_\_\_\_\_

How much of 11 above is liquid? \$ \_\_\_\_\_ ; When will the rest be available? \_\_\_\_\_

12. My Estimated Personal or Business Net Worth: \_\_\_\_\_

*Note: A financial statement will be required of all potential buyers before receiving financial information on any company and will be required prior to a meeting with a seller.*

13. Present Occupation or Business: \_\_\_\_\_

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14. Experience, Skills, etc. (a resume is helpful): \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

15. Are you willing to put a second mortgage on your home? Yes: \_\_\_\_ No: \_\_\_\_

16. Are you willing to take the equity out of your home to buy a business? Yes: \_\_\_\_ No: \_\_\_\_

17. Is your Spouse willing to sign a personal guarantee if you borrow money to buy a business? Yes: \_\_\_\_ No: \_\_\_\_

18. If you only looked at one business to buy and you believed it to be the best for you would you make an offer?  
Yes: \_\_\_\_ No: \_\_\_\_

19. How many companies have you looked at? \_\_\_\_\_

20. If you are committed to purchasing a business it is within:

1-3 months

3-6 months

6-12 months

when the right opportunity comes along

21. How would you define right opportunity? (Rate 1-5, with 5 being the best)

\_\_\_\_\_ Price

\_\_\_\_\_ Price v Cash Flow

\_\_\_\_\_ Location

\_\_\_\_\_ Industry

\_\_\_\_\_ Product Service

22. In Business what excites you the most (Rate 1-5, with 5 being the best)

\_\_\_\_\_ Sales

\_\_\_\_\_ Management of People

\_\_\_\_\_ Operations

\_\_\_\_\_ Marketing

\_\_\_\_\_ Product Development

\_\_\_\_\_ Problem Solving

\_\_\_\_\_ System Management

\_\_\_\_\_ Profit