



the BUSINESS HOUSE, inc.sm – 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: _____

3292 Thompson Bridge Road, Suite 352
Gainesville, GA 30506
(888) 534-0748 Fax
(888) 534-6630 Toll Free
www.theBUSINESSHOUSEinc.com



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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