

# Confidential Buyer Questionnaire

This will help us understand your objectives and verify your qualifications to purchase a business.

Fax to (707)238-1415 or Email info@exitstrategiesgroup.com



Name:	City, State:	How did you hear about us?
Email:	Phone:	Alt Phone:

## 1. Background

Current Occupation:		Are you employed now? <input type="checkbox"/> Yes, <input type="checkbox"/> No
		Is your spouse? <input type="checkbox"/> Yes, <input type="checkbox"/> No, <input type="checkbox"/> n/a
Previous industries in which you have worked and positions held:		
What are your key skills? <input type="checkbox"/> Mechanical <input type="checkbox"/> Technical   Other: <input type="checkbox"/> Sales <input type="checkbox"/> Marketing <input type="checkbox"/> Finance <input type="checkbox"/> Administration		
Have you owned a business? <input type="checkbox"/> No, <input type="checkbox"/> Yes - Type:	Education:	

## 2. Business Preferences

Types of businesses that interest you:	Check all areas of interest: <input type="checkbox"/> Manufacturing <input type="checkbox"/> Food <input type="checkbox"/> Turnarounds <input type="checkbox"/> Distribution <input type="checkbox"/> Agriculture <input type="checkbox"/> Relocate-able <input type="checkbox"/> Services <input type="checkbox"/> Technology <input type="checkbox"/> Absentee owned <input type="checkbox"/> Retail <input type="checkbox"/> Construction <input type="checkbox"/> Franchised <input type="checkbox"/> Education <input type="checkbox"/> Medical <input type="checkbox"/> Home-based <input type="checkbox"/> Automotive <input type="checkbox"/> Professional
Types you <u>will not</u> consider:	
Preferred location(s):	Willing to relocate? <input type="checkbox"/> Yes <input type="checkbox"/> No, Maximum commute distance:
Plans to work in the business: <input type="checkbox"/> Full time, <input type="checkbox"/> Part Time, <input type="checkbox"/> Absentee	How long have you been looking? <input type="checkbox"/> 0-3 months, <input type="checkbox"/> 4-12 mo's, <input type="checkbox"/> >12 mo's
Timeframe to purchase: <input type="checkbox"/> Immediate, <input type="checkbox"/> 6 Months, <input type="checkbox"/> No rush	Number of offers made on businesses:

## 3. Investment Plans & Financial

Monthly Income ( <b>other than</b> from the business you buy): \$	Minimum income needed from a business that you purchase:
Sources: <input type="checkbox"/> Spouse salary, <input type="checkbox"/> My wages, <input type="checkbox"/> Dividends/Interest, <input type="checkbox"/> Rents, <input type="checkbox"/> Other	\$
Your Net Worth (Ttl Assets – Ttl Liabilities) exceeds: \$	Will you have partners/investors? <input type="checkbox"/> No, <input type="checkbox"/> Yes. Who?
<input type="checkbox"/> Check here if you want to pre-qualify to access your 401k or IRA to purchase a business, without penalties or taxes. <input type="checkbox"/> Check here if you want help pre-qualifying for business acquisition bank financing	Who else will be involved in your purchase decision or due diligence?
Have you ever filed for bankruptcy? <input type="checkbox"/> No <input type="checkbox"/> Yes, when?	Is your credit score over 700? <input type="checkbox"/> Yes <input type="checkbox"/> Don't know <input type="checkbox"/> No, Why?
Ever had a foreclosure? <input type="checkbox"/> No <input type="checkbox"/> Yes	Do you know any reason you might be denied a loan? <input type="checkbox"/> No <input type="checkbox"/> Yes
Ever had a judgment filed against you? <input type="checkbox"/> No <input type="checkbox"/> Yes	

### Cash Available for a Down Payment, Closing Costs & Working Capital

\$	Cash On Hand & In Banks
\$	Marketable Securities to Liquidate
\$	Real Estate Equity Loan (Prequalified? <input type="checkbox"/> Yes <input type="checkbox"/> Not yet)
\$	Other: _____
\$	<b>Total Cash I am able and willing to invest</b>

I certify that the above information is true and correct.

Signature \_\_\_\_\_

Date \_\_\_\_\_