



Sunbelt Business Acquisitions & Sales

a Company of KHAM, Inc.
Phone 805-644-9588 \* Fax 805-644-9895

Broker

Buyer Profile For: \_\_\_\_\_

Print Name

WE PROVIDE EACH SELLER THE FOLLOWING CONFIDENTIAL FACTS ABOUT YOU PRIOR TO RELEASING ANY INFORMATION ABOUT THEIR BUSINESS.

BACKGROUND INFORMATION:

1. Are you currently employed? \_\_\_\_\_ If so in what industry and what position? \_\_\_\_\_

2. Please give a brief description of your responsibilities:
\_\_\_\_\_
\_\_\_\_\_

3. Please list the industries in which you've worked and the positions you've held since graduating from school:
\_\_\_\_\_
\_\_\_\_\_

4. What was your emphasis in college? \_\_\_\_\_ Post college major: \_\_\_\_\_

- 5. Place a check mark beside each business category that interests you:
[ ] Manufacturing [ ] Any business that can be relocated
[ ] Distribution [ ] Retail
[ ] Computer/Hi technology/Sciences [ ] Services: Postal, copy centers, tax prep etc
[ ] Absentee ownership [ ] Restaurant/Fast Food
[ ] Turnaround situations [ ] Gas Stations/Mini Marts/Car Washes
[ ] New or existing successful franchises [ ] Dry Cleaning
[ ] Any business which receives cash payments [ ] Home Based Business

6. What is your current annual income? \_\_\_\_\_

7. What are your income expectations the first year of owning your own business? \_\_\_\_\_

8. What is the down payment amount and the source of those funds that you are prepared to substantiate at the time of making an offer. \_\_\_\_\_

9. Select one: my net worth [all assets minus all debts] exceeds \$1,000,000 \_\_\_\_\_ \$2,000,000 \_\_\_\_\_ \$5,000,000 \_\_\_\_\_

10. Have you ever filed bankruptcy? \_\_\_\_\_ Had a foreclosure? \_\_\_\_\_ Had a judgment filed against you? \_\_\_\_\_

11. Is there any reason you might be declined a loan for a business acquisition? \_\_\_\_\_

12. Does your spouse work? \_\_\_\_\_ Full time? \_\_\_\_\_ Industry and position? \_\_\_\_\_

13. How far from your home are you willing to drive one way to the business you will buy? \_\_\_\_\_

14. Will anyone advise you in the review of business records and the decision to purchase any business? \_\_\_\_\_

15. What is your timeframe to purchase? [ ] Immediate [ ] No hurry

16. If you reside outside California and have inquired about a California based business, what are your relocation plans and timeframe? \_\_\_\_\_

Signature

Date

I certify that the above information is true and correct and acknowledge receipt of a copy of this profile