



## CONFIDENTIAL BUYER PROFILE

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Date \_\_\_\_\_ Source \_\_\_\_\_

Buyer Name \_\_\_\_\_ Spouse/Partner \_\_\_\_\_

Buyer Address \_\_\_\_\_

Wk Phone \_\_\_\_\_ Hm Ph \_\_\_\_\_ Fax \_\_\_\_\_

Partner: Wk Ph \_\_\_\_\_ Hm Ph \_\_\_\_\_ Fax \_\_\_\_\_

Nationality \_\_\_\_\_ Residency Status \_\_\_\_\_

"What do you do now?" \_\_\_\_\_

"What type of businesses have you owned?" \_\_\_\_\_

"Why do you want to own your own business?" \_\_\_\_\_

"What will you do if you don't buy a business?" \_\_\_\_\_

"What are your strong points?" \_\_\_\_\_

"What are your weak points?" \_\_\_\_\_

"Who doesn't support your decision to own your own business?" \_\_\_\_\_

"Who will be your business advisors?" \_\_\_\_\_

"What types of businesses don't you want?" \_\_\_\_\_

\_\_\_\_\_

"What types of businesses would you consider owning?" \_\_\_\_\_

- Tavern/Cocktl
- Fast Food
- Restaurant
- Spclty Food
- Laundry/Clnr
- Mkt/C-Store

- Liquor Store
- Day Care
- Janitor/Maids
- Contractors
- Gas Station
- Auto Repair

- Printing
- Hair/Beauty
- Video
- Mail Box Pkg
- Other Service
- Cards/Gifts

- Florist
- Pet Stores
- Other Retail
- Other Mfg
- Vending
- Distributor

"What hobbies or interests do you have?" \_\_\_\_\_  
"What geographical area(s) would you be interested in?" \_\_\_\_\_

"What is your educational background (what have you studied)?" \_\_\_\_\_

"How many months have you been looking?" \_\_\_\_\_

"What businesses have you looked at?" \_\_\_\_\_

"Would you consider a turnaround business, if it had good potential?" \_\_\_\_\_

"How much capital have you set aside for this investment?" Total \$ \_\_\_\_\_

"How accessible is it?" Immediate \_\_ \_ Very (within 30 days \_\_ \_ Somewhat (60 days) \_\_ \_ Not Very (90 days) \_\_\_\_\_

Initial Invest. \$ \_\_\_\_\_ Closing Expenses \$ \_\_\_\_\_ Operating Expenses \$ \_\_\_\_\_

"How will this total amount change over the next 3 months?" (Increase? Decrease *because living off it?*) \_\_\_\_\_

"Source?" Cash (bank, CD, IRA, money market, credit union, \_\_\_\_\_) \$ \_\_\_\_\_

Other (real estate, auto, ins., credit cards, stock, etc \_\_\_\_\_) \$ \_\_\_\_\_

\$ \_\_\_\_\_ \$ \_\_\_\_\_

Other investors \_\_\_\_\_ \$ \_\_\_\_\_

"If you need a little bit more where can you get it?" \_\_\_\_\_

"Minimum monthly income needs first year?" \_\_\_\_\_ "Second year?" \_\_\_\_\_

"Considering the money you have, you can generally expect a business to return your initial investment in the first to 18 months. How does that fit your expectations?" \_\_\_\_\_ Price for BuyEx: \$ \_\_\_\_\_

"Who, other than yourself, will be involved in the purchase decision?" \_\_\_\_\_

"Who, other than yourself, will be involved in the operation of the business?" \_\_\_\_\_

"How much time will you have to operate the business?" \_\_\_\_\_

"What would keep you from owning your own business?" \_\_\_\_\_

"When we find a business that suits you, how many months before you can take possession?" \_\_\_\_\_

In consideration of VR Business Brokers providing the information on businesses for sale, I/we understand and agree that any information provided on any business is sensitive and confidential, and that its disclosure to others may be damaging to the businesses and their owners. I/We further agree not to disclose, for a period of three years from the date I/we sign a Non-Disclosure Agreement, any information regarding these businesses to any other person who has not signed this Buyer Profile, except to secure the advice and recommendations of my business advisors (accountants, attorneys, etc.). "Information" as used in this Buyer Profile shall include the fact that the businesses are for sale, plus any other data provided.

I/We acknowledge that I/we have received an exact copy of this Buyer Profile and that I/we have read this Buyer Profile carefully and all information disclosed therein is true and correct.

Signature \_\_\_\_\_ Date \_\_\_\_\_ Address \_\_\_\_\_

Printed Name \_\_\_\_\_ Phone \_\_\_\_\_