



HAS SOLD MORE BUSINESSES.  
IN THE WORLD THAN ANYONE.®

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# **Local Confidential Buyer Profile**

**Business Ventures of Tampa Bay, Inc.  
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Date \_\_\_\_\_

Associate Name \_\_\_\_\_

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

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

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

Email Address \_\_\_\_\_

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

"How did you discover VR Mergers & Acquisitions?" \_\_\_\_\_

Newspaper\_\_\_ Yellow Pages\_\_\_ Online\_\_\_ Mailer\_\_\_ Referral\_\_\_ If so, person's name \_\_\_\_\_

"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?" \_\_\_\_\_

- |   |  |  |   |
|---|--|--|---|
| <input type="checkbox"/> Construction             | <input type="checkbox"/> Auto Repair Services        | <input type="checkbox"/> Service Stations          | <input type="checkbox"/> Transportation       |
| <input type="checkbox"/> Printing                 | <input type="checkbox"/> Food Product Mfr            | <input type="checkbox"/> Misc. Retail              | <input type="checkbox"/> Communications       |
| <input type="checkbox"/> Concrete Prods Mfr       | <input type="checkbox"/> Apparel                     | <input type="checkbox"/> Bldg Materials & Hardware | <input type="checkbox"/> Security             |
| <input type="checkbox"/> Fabricated Metal Product | <input type="checkbox"/> Apparel Stores              | <input type="checkbox"/> Hotels                    | <input type="checkbox"/> General Merchandise  |
| <input type="checkbox"/> Sanitary Services        | <input type="checkbox"/> Furniture & Fixtures Mfr    | <input type="checkbox"/> Health Services           | <input type="checkbox"/> Insurance Agents     |
| <input type="checkbox"/> Wholesale Trade          | <input type="checkbox"/> Textile Mill Prod Mfr       | <input type="checkbox"/> Engineering               | <input type="checkbox"/> Real Estate          |
| <input type="checkbox"/> Food Stores              | <input type="checkbox"/> Plastics Mfr                | <input type="checkbox"/> Home Furn & Furnishings   | <input type="checkbox"/> Legal Services       |
| <input type="checkbox"/> Eating & Drinking Places | <input type="checkbox"/> Paper & Allied Prod Mfr     | <input type="checkbox"/> Accounting                | <input type="checkbox"/> Recreation Services  |
| <input type="checkbox"/> Personal Services        | <input type="checkbox"/> Chemicals & Allied Prod Mfr | <input type="checkbox"/> Agricultural Prod         | <input type="checkbox"/> Educational Services |
| <input type="checkbox"/> Business Services        | <input type="checkbox"/> Automotive Dealers          | <input type="checkbox"/> Agricultural Services     | <input type="checkbox"/> Repair Services      |



"What hobbies or interests do you have?" \_\_\_\_\_

"What geographic area(s) are you interested in?" \_\_\_\_\_

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

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

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

"If it had good potential would you consider a turnaround business?" \_\_\_\_\_

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

Initial Invest. \$ \_\_\_\_\_ Closing Exp. \$ \_\_\_\_\_ Operating Ex \$ \_\_\_\_\_

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

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

"Have you been pre-qualified by a SBA lender?" Which Lender? \_\_\_\_\_

"What is the minimum monthly income required? Absentee or actively involved?" \_\_\_\_\_

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

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

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

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

"Considering the money you have, you can generally expect a business valued between \$ X and \$ X, returning your initial investment in the first year or so. How does that fit your expectations?" \_\_\_\_\_ Price \$ \_\_\_\_\_

"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?" \_\_\_\_\_

"Have you contacted any other Business Sales Associates in the area?" Yes \_\_\_ No \_\_\_ If yes, who? \_\_\_\_\_

Comments: \_\_\_\_\_

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Buyer Profile Meeting Process:

1. Complete a Local Confidential Buyer Profile and give Buyer a "Buyer Confidential Financial Statement", "Buyer Confidential & Nondisclosure Agreement/Broker Disclosure" and "Acknowledgement and Agreement Memo Record of Showing" for review.
2. Start "The American Dream Power Point Presentation".
3. Review the VR brochure "Valued Representation When Buying a Business" .
4. Review "Buyers Wants & Concerns".
5. Explain "The Closing Attorney".
6. Review a sample of a "Confidential Offer for Purchase and Sale, Assets, Earnest Money Receipt and Agreement".
7. Review the "Buyer Tour and Meeting" process.
8. Request that the Buyer send their Bio or Personal Resume.
9. Associate and Buyer agree on a date that buyer will return to the Associate the "Buyer Confidential Financial Statement", "Buyer Confidential Non-Disclosure Agreement/Broker Disclosure", "Acknowledgement and Agreement Memo Record of Showing" and Bio or Resume.