HAS SOLD MORE BUSINESSES IN THE WORLD THAN ANYONE.®

Date_____

Assoc. 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, persons 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?" _____

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



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"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 as SBA 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 Associate in area?" Yes __ No __ If yes, who? _____

Comments: _____

_____

_____

_____



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