



HAS SOLD MORE BUSINESSES
IN THE WORLD THAN ANYONE.®

Confidential Buyer Profile



**VR Business Brokers
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Date _____

Buyer Name _____ Spouse/Partner _____

Buyer Address _____

Wk Phone _____ Hm Ph _____ Fax _____

Email Address _____

Partner: Wk Ph _____ Hm Ph _____ Fax _____

"How did you discover VR Business Brokers/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___ Repair Services |
| <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"/> Internet |



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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 \$ _____

"Have you been pre-qualified by as SBA lender?" Which Lender? _____

"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?" _____