



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

# Local Confidential Buyer Profile

**VR Business Brokers, M&A**  
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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?" \_\_\_\_\_

- 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 Prod Mfr
- Automotive Dealers
- Service Stations
- Misc. Retail
- Bldg Materials & Hardware
- Hotels
- Health Services
- Engineering
- Home Furn & Furnishings
- Accounting
- Agricultural Prod
- Agricultural Services
- Transportation
- Communications
- Security
- General Merchandise
- Insurance Agents
- Real Estate
- Legal Services
- Recreation Services
- Educational Services
- 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 \$ \_\_\_\_\_

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?" 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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