

Business Broker Services

Certified Business Evaluations • Mergers & Acquisitions

Please help us help you! This questionnaire is synchronized with our database setup and allows us to more readily find the information on companies, which may fit your criteria. Please complete and return this profile, via fax or by mail, so that we will be able to provide you with data for future opportunity offerings. In addition, please send us a company brochure if possible.

Buyer

Company: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Mailing Address (if different from above): _____

Business Phone: _____ Extension: _____ Fax: _____

Other Phone #'s: _____

E-mail: _____ Website: _____

Special Instructions: _____

About your company or group:

Date Established: _____

Number of Principals: _____

- | | | |
|---|--|---|
| <input type="checkbox"/> Investment Group or Holding Company | <input type="checkbox"/> Private Corporation | <input type="checkbox"/> Public Company |
| <input type="checkbox"/> Merchant Bank, Venture Capital or Financing Source | <input type="checkbox"/> Individual | <input type="checkbox"/> Other: _____ |

ACQUISITION CRITERIA (Pick at least one from each)

- | | | | |
|---------------------------------------|--|--|--|
| <input type="checkbox"/> Construction | <input type="checkbox"/> Financial/Insurance | <input type="checkbox"/> Manufacturing (Consumer) | <input type="checkbox"/> Manufacturing (Industrial) |
| <input type="checkbox"/> Retail | <input type="checkbox"/> Services | <input type="checkbox"/> Wholesale/Distr. durables | <input type="checkbox"/> Wholesale/Distr. non-durables |
| <input type="checkbox"/> Other: _____ | | | |

- | | | | |
|---|--|---|---|
| <input type="checkbox"/> Diversification | <input type="checkbox"/> Financial/Opportunistic | <input type="checkbox"/> High Technology | <input type="checkbox"/> Low Technology |
| <input type="checkbox"/> Managers Have Equity | <input type="checkbox"/> Managers to Stay | <input type="checkbox"/> Must be Profitable | <input type="checkbox"/> Strategic Fit |
| <input type="checkbox"/> Other: _____ | | | |

Geographic: _____

STAND ALONE:

Funds Available for Acquisition (\$'s in 000's) Total Allocated \$ _____ Per Transaction \$ _____

Revenue Minimum \$ _____ Pretax Minimum \$ _____ Cash Flow Min \$ _____

Please provide additional comments related to your acquisition needs. (SIC code numbers, keywords, etc.):

ADD ON:

Funds Available for Acquisition (\$'s in 000's) Total Allocated \$ _____ Per Transaction \$ _____

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Please provide additional comments related to your add on acquisition needs. (SIC code numbers, keywords, etc.):

- Please send additional information about Business Broker Services, Inc.
- Please send a listing of additional businesses available for acquisition.
- Please DO NOT send further fax transmittals.

**Business Broker Services Buyer Registration Information Sheet
(Confidential)**

Name: _____

Partner, if applicable: _____

Company: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Telephone numbers, with area codes:

Work: _____ Mobile: _____ Home: _____

E-mail: _____

What ad did you call about? _____

Will you work full time in the business? _____

Or are you looking for management in place? _____

What is your current occupation or business? _____

For how long have you been looking for this type of business? _____

When would you be able to close on the business? _____

How much liquid cash have you budgeted for this purchase? _____

The balance of the purchase price would come from _____

Credit score _____

Do you have other assets? _____

Do you have available equity? _____

Please note: Without this document in hand, our clients will not allow us to provide you with company information. Our sellers always ask that we do not expose their businesses to too many buyers, ensuring that their employees and client base remain intact for the next owner. We request this information so we can offer you the best service in helping you to select the right business purchase. We share our 25 years' experience by offering only the best possible choices. We appreciate your understanding.

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ACQUISITION CRITERIA (Pick at least one from each)

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