

TNW BUSINESS BROKER

Broker

Buyer Profile For: _____
Print Name

WE PROVIDE EACH SELLER THE FOLLOWING CONFIDENTIAL FACTS ABOUT YOU PRIOR TO RELEASING ANY INFORMATION ABOUT THEIR BUSINESS.

BACKGROUND INFORMATION:

1. Are you currently employed? _____ If so in what industry and what position? _____
2. Please give a brief description of your responsibilities:

3. Please list the industries in which you've worked and the positions you've held since graduating from school:

4. _____

<input type="checkbox"/> Manufacturing	<input type="checkbox"/> Any business that can be relocated
<input type="checkbox"/> Distribution	<input type="checkbox"/> Retail
<input type="checkbox"/> Computer/Hi technology/Sciences	<input type="checkbox"/> Services: Postal, copy centers, tax prep etc
<input type="checkbox"/> Absentee ownership	<input type="checkbox"/> Restaurant/Fast Food
<input type="checkbox"/> Turnaround situations	<input type="checkbox"/> Gas Stations/Mini Marts/Car Washes
<input type="checkbox"/> New or existing successful franchises	<input type="checkbox"/> Dry Cleaning
<input type="checkbox"/> Any business which receives cash payments	<input type="checkbox"/> Home Based Business
5. What is your current annual income? _____
What are your income expectations the first year of owning your own business? _____
6. What is the down payment amount and the source of those funds that you **are prepared to substantiate** at the time of making an offer. _____
7. Select one: my net worth [all assets minus all debts] exceeds \$100,000 _____ \$500,000 _____ \$1,000,000 _____
8. Have you ever filed bankruptcy? _____ Had a foreclosure? _____ Had a judgment filed against you? _____
9. Is there any reason you might be declined a loan for a business acquisition? _____
10. Does your spouse work? _____ Full time? _____ Industry and position? _____
11. How far from your home are you willing to drive one way to the business you will buy? _____
12. Will anyone advise you in the review of business records and the decision to purchase any business? _____
13. What is your timeframe to purchase? Immediate No hurry
14. If you reside outside California and have inquired about a California based business, what are your relocation plans and timeframe? _____

Signature

Date

I certify that the above information is true and correct and acknowledge receipt of a copy of this profile