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Buyer Profile

Please Write Legibly when completing this form

Name: _____ Date: _____
 Company (if applicable): _____
 Address: _____ City/State/Zip _____
 Home Phone: _____ Work Phone: _____ Fax: _____
 Email: _____
 Cell: _____

1. Why do you want to buy a business? _____
2. You plan to operate the business: Full Time: _____; Part Time: _____; Absentee: _____
3. Who else will be involved in the decision? _____
4. Name of Financial Partner(s): _____
 - a. Will they be active in the operation of the business? _____
 - b. Do you have a written agreement? _____
5. Does spouse work outside the home? Doing what? _____
6. What other family members will be active in the business? _____
7. If you found the right business today, how soon can you take over? _____
8. How long have you been looking for a business? _____

Types of Businesses Considered	Sales/Year	Good Points	Bad Points
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

9. Types of businesses in which you are **not** interested: _____
10. Do you require immediate income? Yes: ___ No: ___; Minimum monthly income required _____
11. How much cash do you have for a down payment and working capital? _____
 How much of 11 above is liquid? \$ _____; When will the rest be available? _____
12. My Estimated Personal or Business Net Worth: _____
Note: A financial statement will be required of all potential buyers before receiving financial information on any company and will be required prior to a meeting with a seller.
13. Present Occupation or Business: _____
14. Experience, Skills, etc. (a resume is helpful): _____



15. Are you willing to put a second mortgage on your home? Yes: _____ No: _____
16. Are you willing to take the equity out of your home to buy a business? Yes: _____ No: _____
17. Is your Spouse willing to sign a personal guarantee if you borrow money to buy a business?
Yes: _____ No: _____
18. If you only looked at one business to buy and you believed it to be the best for you would you make an offer? Yes: _____ No: _____
19. How many companies have you looked at? _____
20. If you are committed to purchasing a business it is within 1-3 months; _____; 3-6 months _____; 6-12 months _____ when the right opportunity comes along.
21. How would you define right opportunity? (Rate 1-5, with 5 being the best)
- _____ Price
 - _____ Price v Cash Flow
 - _____ Location
 - _____ Industry
 - _____ Product Service
22. In Business what excites you the most (Rate 1-5, with 5 being the best)
- _____ Sales
 - _____ Management of People
 - _____ Operations
 - _____ Marketing
 - _____ Product Development
 - _____ Problem Solving
 - _____ System Management
 - _____ Profit