



HAS SOLD MORE BUSINESSES  
IN THE WORLD THAN ANYONE.

**BUYER PROFILE**

Buyer Name \_\_\_\_\_ Spouse/Partner \_\_\_\_\_

Buyer Address \_\_\_\_\_

Wk Phone \_\_\_\_\_ Hm Ph \_\_\_\_\_ Fax \_\_\_\_\_

Email Address \_\_\_\_\_ Partner Email Address \_\_\_\_\_

Partner: Wk Ph \_\_\_\_\_ Hm Ph \_\_\_\_\_ Fax \_\_\_\_\_

"How did you discover VR Mergers & Acquisitions? \_\_\_\_\_

Newspaper \_\_\_\_\_ Yellow Pages \_\_\_\_\_ Online \_\_\_\_\_ Mailer \_\_\_\_\_ Referral \_\_\_\_\_ If so, persons name \_\_\_\_\_

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. What was your emphasis in college? \_\_\_\_\_ Post college major: \_\_\_\_\_

5. Place a check mark beside each business category that interests you:

- Manufacturing  Any business that can be relocated
- Distribution  Retail
- Computer/Hi technology/Sciences  Services: Postal, copy centers, tax prep etc
- Absentee ownership  Restaurant/Fast Food
- Turnaround situations  Gas Stations/Mini Marts/Car Washes
- New or existing successful franchises  Dry Cleaning
- Any business which receives cash payments  Home Based Business

6. "Who, other than yourself, will be involved in the purchase decision?" \_\_\_\_\_

7. "Who, other than yourself, will be involved in the operation of the business?" \_\_\_\_\_

8. "How much time will you have to operate the business?" \_\_\_\_\_

9. "What would keep you from owning your own business?" \_\_\_\_\_

10. "When we find a business that suits you, how many months before you can take possession?" \_\_\_\_\_

11. What is your current annual income? \_\_\_\_\_

12. What are your income expectations the first year of owning your own business? \_\_\_\_\_

13. What amount do you have for a down payment? \_\_\_\_\_

14. What is the source of funds for your down payment? \_\_\_\_\_

15. Select one: my net worth [all assets minus all debts] exceeds \$100,000 \_\_\_\_\_ \$500,000 \_\_\_\_\_ \$1,000,000 \_\_\_\_\_

16. Have you ever filed bankruptcy?  Y /  N Had a foreclosure?  Y /  N Had a judgment filed against you?  Y /  N

Are any of these in the last 7 years?  Y/N \_\_\_\_\_ If so, which? \_\_\_\_\_

17. Is there any reason you might be declined a loan for a business acquisition? \_\_\_\_\_

18. Does your spouse work? \_\_\_\_\_ Full time?  Y /  N Industry and position? \_\_\_\_\_

19. How far from your home are you willing to drive one way to the business you will buy? \_\_\_\_\_

20. Will anyone advise you in the review of business records and the decision to purchase any business? \_\_\_\_\_

21. What is your timeframe to purchase?  Immediate  No hurry

22. If you reside outside Texas and have inquired about a Texas based business, what are your relocation plans and timeframe?  
\_\_\_\_\_  
\_\_\_\_\_

23. "Have you contacted any other Business Sales Associate in area?" Yes  No  If yes, who? \_\_\_\_\_

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

Signature \_\_\_\_\_ Date \_\_\_\_\_