

BUYER SELF ASSESSMENT

As a prospective buyer, you should be prepared to review your background, work experience and financial ability to purchase a business. The following questions may be asked of you by a business intermediary:

If an individual:

Why do you want to buy a business? _____

What are your special skills and educational background? _____

What is your work and business ownership experience? _____

What is the maximum amount of personal funds you can invest? _____

If you have an equity partner/investor, how much do you expect them to invest? _____

What business categories are of most interest to you (service, retail, wholesale/distribution, manufacturing, restaurant, technology)? _____

What is the minimum income you expect from a business to meet your living expenses? _____

What is your preference for the location of a business? _____

If an equity or strategic buyer:

What are your acquisition strategy and acquisition criteria for a business (category, size, cash flow, competitive advantage, leverage points or synergistic potential)? _____

What is your expected financing for a purchase of a business? _____

What are the minimum requirements for prospective business candidates? _____

What is your preference for the location of a business? _____

Are you interested in a turnaround business opportunity? _____