

Blue Ribbon Business Brokers, LLC
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Waxhaw, North Carolina, NC 28173
Office: 704- - Fax: 704-831-5432

BUYER QUESTIONNAIRE

Business Name(s) please print: _____

Address: _____

Contact person: _____

Phone: _____ Fax: _____

Cell: _____ Email: _____

General Information:

Types of businesses of interest:

____Mfg ____Distribution ____Service ____Retail ____Contracting ____Other

If specific, list here:

Size businesses of interest, approx. annual gross sales \$ _____ # of employees _____

Any minimum expectations? Min. Annual Sales \$ _____ Min. Cash Flow _____

Will you consider looking at under-performing businesses and/or turnarounds? _____

Geographic preference, will consider buying a business within ____ miles of _____

Anywhere in Carolina's ____ Anywhere in Southeast ____ Anywhere in USA _____

What is the nature of your core business? _____

Other interests or holdings? _____

Your approx. Annual Sales \$ _____ Yr founded _____

Private or publicly owned: _____

Your Website _____ Corp. Email address _____

Why are you considering an acquisition? _____

Discretionary Cash Flow - Expectations _____

I. Financial:

1. Amount looking to invest in purchase:
2. Source of funds: (Financial Statement and Confidentiality Agreement must be submitted :
3. Anticipated Possession Date:
4. Ability to Act Quickly:

II. Background:

5. Type of Business Preferred:
 6. Business Objectives:
 7. Business Previously Considered:
 8. Previous business purchases:
 9. How long have you been looking to make a new purchase:
-
10. Will this be a joint venture: ____ If so, with whom: _____
 11. Have you ever worked with any other brokers: ____ If so, who: _____
 12. Have you ever worked with any other brokers in our office: ____ If so, who: _____
 13. How did you come in contact with us: (Newspaper, internet, yellow pages, referral, etc.) _____
 14. Other Comments:
- Completed by: _____ (Name of Sales Associate):