

**BUYER PROFILE**

Date: \_\_\_\_\_ Broker Associate: Arrion Jafari  
Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
City/State/Zip: \_\_\_\_\_  
Phone: (O) \_\_\_\_\_ (H) \_\_\_\_\_  
Fax: \_\_\_\_\_  
Email: \_\_\_\_\_

**BUYER CRITERIA**

What is motivating you to buy? \_\_\_\_\_  
Previous business and/or occupation: \_\_\_\_\_  
Do you have acquaintances who own businesses? 3 years or longer?  
\_\_\_\_\_

Location preferences: \_\_\_\_\_  
Who will assist you in business operation: family, partner? \_\_\_\_\_

Type of business preference (other than business called on):

- |                     |              |
|---------------------|--------------|
| Retail              | Markets      |
| Fast Food           | Taverns      |
| Restaurants         | Service      |
| Cleaning Operations | Misc. Food   |
| New Franchise       | Other: _____ |

Time to devote to business (Hr/Day Constraints): \_\_\_\_\_  
Minimum monthly cash flow required: \_\_\_\_\_

**KEY QUESTIONS**

Money: How much is set aside for down payment? \_\_\_\_\_  
Is it easily accessible? \_\_\_\_\_  
When do you want to take possession of a business? \_\_\_\_\_  
Who, besides you, will make the decision to buy? \_\_\_\_\_

**OTHER COMMENTS:**