



Business Buyer Questionnaire

A proper match of business and buyer is one of the keys to success in the purchase of a business. To assist us in determining a suitable business acquisition for you, we require some personal information and your criteria. In addition, please feel free to supply your own financial statement, any additional material you feel would be helpful and, if you have one, a Curriculum Vitae (resume). This information is also added to our Buyer Database to ensure that all new acquisition opportunities are brought to your attention.

PLEASE NOTE THAT ALL INFORMATION PROVIDED IS HELD IN STRICTEST CONFIDENCE

PERSONAL INFORMATION:

Name	Where did you hear about us?
Address	City / Province / Postal Code
Office Phone	Fax No.
Home Phone	E-Mail

PROFESSIONAL INFORMATION:

Present Employment	Position
Address	
Job Description	
Professional Experience / Skills / Education (Please attach a copy of your Curriculum Vitae [resume], if available)	

FINANCIAL INFORMATION:

Investment Level	(Range and/or Maximum)	\$	to	\$	Max
Cash Available to Invest	Institution Name (Location of Funds)	Name and Phone of person to verify funds:			
\$					
Other Equity Available to Invest	Institution Name (Location)	Name and Phone of person to verify funds:			
\$					

Nothing in this buyer questionnaire is intended to create or be construed as creating a principal agent relationship between Western Business Brokers (the Broker) and you. You agree and acknowledge that the Broker's sole undertaking is to try to provide certain information to you. You will engage such professional advisors as you deem necessary and appropriate in connection with a potential acquisition and you confirm that you have not engaged The Broker to provide any such advice to you.

BY SIGNING THIS FORM, YOU GIVE WESTERN BUSINESS BROKERS PERMISSION TO EVALUATE YOUR FINANCIAL QUALIFICATIONS AND CHECK YOUR REFERENCES, WHICH MAY INCLUDE A CREDIT CHECK.

Signature: _____ Date: _____



ACQUISITION EXPERIENCE:

How long have you been looking for an acquisition?		Preferred Geographic Location	
Have you ever purchased a business before?	YES / NO	Dates and Details:	
Have you ever sold a business?	YES / NO	Dates and Details:	
Have you worked with an intermediary?	YES / NO	Dates and Details:	
Companies Owned:		Company Product/Service	
General Business Interests:			

(Please provide separate sheet if necessary)

FUNCTIONAL EXPERIENCE (Please check box where appropriate):

SALES	<input type="checkbox"/>	FINANCE	<input type="checkbox"/>	PRODUCTION	<input type="checkbox"/>	Other:	<input type="checkbox"/>
MARKETING	<input type="checkbox"/>	ACCOUNTING	<input type="checkbox"/>	PERSONNEL	<input type="checkbox"/>		<input type="checkbox"/>
DISTRIBUTION	<input type="checkbox"/>	INFORMATION TECHNOLOGY (IT)	<input type="checkbox"/>	ENGINEERING	<input type="checkbox"/>		<input type="checkbox"/>

INDUSTRY EXPERIENCE / INTEREST (Please check appropriate boxes):

MANUFACTURING	SIC	EXPERIENCE	INTEREST
FOOD	20		
TEXTILE	22		
APPAREL	23		
LUMBER AND WOOD PRODUCTS	24		
FURNITURE	25		
PAPER	26		
PRINTING AND PUBLISHING	27		
CHEMICALS	28		
RUBBER AND PLASTIC	30		
STONE, GLASS & CONCRETE	32		
LEATHER	31		
PRIMARY METAL INDUSTRIES	33		
FABRICATED METAL	34		
MACHINERY	35		
ELECTRONIC	36		
TRANSPORTATION EQUIPMENT	37		
INSTRUMENTS	38		
WHOLESALE	SIC	EXPERIENCE	INTEREST
DURABLE GOODS	50		
NON-DURABLE GOODS	51		
HOSPITALITY	SIC	EXPERIENCE	INTEREST
RESTAURANT	58		
HOTEL, MOTEL, INN	70		

TRANSPORT / COMMUNICATION	SIC	EXPERIENCE	INTEREST
TAXI, BUS, SHUTTLES	41		
MOVING, STORAGE	42		
TRANSPORTATION SERVICES	47		
COMMUNICATION	48		
UTILITY SERVICE	49		

RETAIL	SIC	EXPERIENCE	INTEREST
BUILDING, GARDEN & HARDWARE	52		
GENERAL MERCHANDISE	53		
FOOD STORES	54		
AUTOMOTIVE DEALERS	55		
APPAREL	56		
FURNITURE	57		

SERVICE	SIC	EXPERIENCE	INTEREST
TRADE CONTRACTORS	15		
BUILDING CONSTRUCTION	15		
FINANCE, INSURANCE, REAL ESTATE	66		
PERSONNEL	72		
BUSINESS SERVICES	73		
AUTOMOBILE REPAIR	79		
AMUSEMENT, RECREATION	79		
HEALTH	80		
PROFESSIONAL SERVICES	86		
OTHER	99		