



**BUYER'S PERSONAL PROFILE  
CONFIDENTIAL INFORMATION**

Date: \_\_\_\_\_  
Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Telephone: HOME ( ) \_\_\_\_\_ OFFICE ( ) \_\_\_\_\_  
Return E-Mail Address: \_\_\_\_\_  
Present Occupation or Business: \_\_\_\_\_

**A PERSONAL OR BUSINESS FINANCIAL STATEMENT WILL BE REQUIRED OF ALL POTENTIAL BUYERS BEFORE RECEIVING FINANCIAL INFORMATION ON ANY ENGAGEMENT.**

How did you learn of our company?  
CIRCLE ONE: News Paper Referral Yellow Pages Web Other \_\_\_\_\_

**TYPE OF BUSINESS PREFERENCE:** Preferred Sic Code  
1. \_\_\_\_\_  
2. \_\_\_\_\_  
3. \_\_\_\_\_

**TYPE OF BUSINESSES NOT INTERESTED IN:**  
1. \_\_\_\_\_  
2. \_\_\_\_\_  
3. \_\_\_\_\_

**LOCATION PREFERENCE (Please circle all that apply):**

- National
- New England (ME, NH, VT, MA, RI, CT)
- Mid Atlantic (VA, WV, MD, DE, PA, NJ, NY, DC)
- South East (FL, GA, NC, SC, TN, AL, MS)
- South West (OK, AR, LA, TX)
- Eastern Midwest (OH, IN, KY, MI, IL)
- Upper Midwest (WI, MN, ND, SD)
- Western Midwest (NE, IA, KS, MO)
- Mountain Region (NM, CO, UT, ID, WY, MT)
- West and Pacific (AZ, NV, CA, OR, WA, AK, HI)
- Canada (AB, BC, MB, NB, NF, NS, NT, ON, PE, QC, SK, YT)

**PLEASE INCLUDE ANY ADDITIONAL GEOGRAPHIC LIMITATIONS:**

\_\_\_\_\_

1. Have you ever owned a business before? Yes \_\_\_\_\_ No \_\_\_\_\_
2. How much cash is available for down payment: \$ \_\_\_\_\_
3. When will it be available? \_\_\_\_\_
4. When do you want to take possession? \_\_\_\_\_
5. My personal or business estimated Net Worth: \$ \_\_\_\_\_
6. Who, besides yourself will be involved in the decision? \_\_\_\_\_
7. Is there any past or current bankruptcy in your past? Yes \_\_\_\_\_ No \_\_\_\_\_

8. Do you require immediate income: \_\_\_\_\_ YES \_\_\_\_\_ NO  
If yes, what \$\_\_\_\_\_ per year
9. PLEASE CONTACT OTHER BUSINESS BROKERS, SO I CAN BE MADE AWARE OF BUSINESS OPPORTUNITIES LISTED BY OTHER BROKERS. YES \_\_\_\_\_ NO \_\_\_\_\_
10. If yes, buyer fee of \$150.00 required. Mail fee with your profile. Your buyer profile will be e-mailed to over 900 brokers and set up on six web sights.
11. What is your background in business? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
12. Why are you interested in seeking an acquisition (what are your business goals)? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
13. How long have you been searching for a business? \_\_\_\_\_
14. Have you made any offer to purchase? \_\_\_\_\_ If yes, list broker's name and telephone number: \_\_\_\_\_
15. Individual buyer will require a resume for sellers review and if corporate buyer, corporate biography is required before meeting with seller.

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**THINGS TO KNOW**

1. The seller is willing to allow the buyer to see their financial statements. The buyer must be willing to do the same. The listing agreement requires that EBIT Associates, Ltd. must have proof that the buyer can meet the down payment requirements before EBIT Associates, Ltd. can release any information to a prospective buyer on a business.
2. Business showing price and terms are **NOT** to be discussed between the buyer and seller.
  - A. Buyer needs to know what he/she will be seeing upon entering the business.
  - B. Buyer will be made aware of what the seller is like.
  - C. Buyer will be made aware of any sensitive areas, i.e., divorce of owner, death in the family, bank pressure, partners not getting along.
3. All documents that are necessary for the closing go through EBIT Associates, Ltd. first before being given to attorneys, etc.



Down Payment available \$ \_\_\_\_\_

Geographic preferences: Circle the regions that buyer will consider. Regions are:

West Coast, Rocky Mountains, Southwest, Midwest, Southeast, Mid-Atlantic, Northeast, or National (if you will consider a business anywhere in the country).

Circle the first two digits of all SIC codes the buyer will consider. Codes are:

- |   |   |
|---|---|
| 01 Agricultural Production Crops                | 51 Wholesale Trade - Nondurable Goods         |
| 02 Agricultural Production Livestock            | 52 Building Materials & Hardware              |
| 07 Agricultural Services                        | 53 General Merchandise Stores                 |
| 08 Forestry                                     | 54 Food Stores                                |
| 12 Coal Mining                                  | 55 Auto Dealers & Service Stations            |
| 13 Oil & Gas Extraction                         | 56 Apparel & Accessory Stores                 |
| 14 Mining/Quarrying Nonmetallic Minerals        | 57 Home Furniture & Furnishing Stores         |
| 15 Building Construction General Contractors    | 58 Eating & Drinking Places                   |
| 16 Heavy Construction Except Building           | 59 Miscellaneous Retail                       |
| 17 Construction Special/Trade Contracting       | 60 Depository Institutions                    |
| 20 Food & Kindred Products Mfg.                 | 61 Non-Depository Credit Institutions         |
| 21 Tobacco Products Manufacturing               | 62 Security & Commodity Brokers               |
| 22 Textile Mill Products Manufacturing          | 63 Insurance Carriers                         |
| 23 Apparel & Other Finished Products Mfg.       | 64 Insurance Agents, Brokers & Service        |
| 24 Lumber & Wood Prod. Except Furniture Mfg.    | 65 Real Estate                                |
| 25 Furniture & Fixtures Manufacturing           | 67 Holding & Other Investment Offices         |
| 26 Paper & Allied Products Mfg.                 | 70 Hotels, Rooming Houses & Camps             |
| 27 Printing Publishing & Allied Industries      | 72 Personal Services                          |
| 28 Chemical & Allied Products Mfg.              | 73 Business Services                          |
| 29 Petroleum Refining & Related Industries Mfg. | 75 Auto Repair Services & Parking             |
| 30 Rubber & Misc. Plastics Manufacturing        | 76 Misc. Repair Services                      |
| 31 Leather & Leather Products Mfg.              | 78 Motion Pictures                            |
| 32 Stone, Clay, Glass & Concrete Products Mfg.  | 79 Amusement & Recreational Services          |
| 33 Primary Metal Industries Manufacturing       | 80 Health Services                            |
| 34 Fabricated Metal Products Mfg.               | 81 Legal Services                             |
| 35 Industrial & Commercial Machinery Mfg.       | 82 Educational Services                       |
| 36 Electronic & Other Electrical Equip Mfg.     | 83 Social Services                            |
| 37 Transportation Equipment Mfg.                | 84 Museums, Art Galleries & Gardens           |
| 38 Measuring & Analyzing Instruments Mfg.       | 86 Membership Organizations                   |
| 39 Misc. Manufacturing Industries Mfg.          | 87 Engineering & Acct. & Mgmt. Services       |
| 40 Railroad Transportation                      | 89 Miscellaneous Services                     |
| 41 Local/Suburban Transit & Highway Passenger   | 91 Executive Legislative & General Government |
| 42 Motor Freight Transportation/Warehouse       | 92 Justice Public Order & Safety              |
| 43 United States Postal Service                 | 93 Public Finance & Taxation Policy           |
| 44 Water Transportation                         | 94 Administration - Human Resource Programs   |
| 45 Transportation By Air                        | 95 Admin. - Environmental Quality Programs    |
| 46 Pipelines Except Natural Gas                 | 96 Administration of Economic Programs        |
| 47 Transportation Related                       | 97 National Security & International Affairs  |
| 48 Communications                               | 99 Non-Classifiable Establishments            |
| 49 Electric Gas & Sanitary Services             | 737 Computer & Software Services              |
| 50 Wholesale Trade - Durable Goods              | 739 Internet Services & Web Sites             |

Please attach this form to your Buyer Profile Form. Information must be complete or a search of Internet site may exclude the business you want to see.

# FINANCIAL STATEMENT STRICTLY CONFIDENTIAL

Name \_\_\_\_\_

Street Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

**Assets**

Cash on Hand in Banks	\$
U.S. Government Securities	\$
Accounts, Loans and Notes Receivable	\$
Cash Surrender Value Life Insurance	\$
Value of Businesses Owned	\$
Other Stocks and Bonds	\$
Real Estate	\$
Automobiles -- Number (____)	\$
Household Furnishings and Personal Effects	\$
Other Assets (Itemize)	\$

**TOTAL ASSETS** \$

**Liabilities and Net Worth**

Notes Payable	\$
Liens on Real Estate	\$
Other Liabilities (Itemize)	\$

**TOTAL LIABILITIES** \$

**NET WORTH** \$

**Source of Income**

Salary	\$
Dividends and Interest	\$
Bonus and Commissions	\$
Real Estate Income	\$
Other Income	\$

**TOTAL INCOME** \$

The undersigned certifies that this information was provided by him/her and is true and correct.

Date: \_\_\_\_\_

Signature \_\_\_\_\_ Home Phone \_\_\_\_\_