



NAME OF COMPANY TO BE ACQUIRED: _____

STOCK OR ASSET PURCHASE: _____

What is your motivation for buying this business?

What experience do you have that will make you a good manager for this business?

Why is the seller selling the business?

How do you know the existing customers will stay with you?

Are the accounts receivable collectable? How do you know?

Are you related to the seller in any way? Yes No

Are you acquiring 100% of the business? Yes No

How do you know the existing employees will stay to work for you?

Key Personnel?

Is the business equipment in good condition? Will you need to buy or replace?

How was the purchase price determined?

(appraisal, multi-cap rate)

Allocation of Purchase Price

Real Estate: \$ _____

Equipment: \$ _____

Inventory: \$ _____

Accounts: \$ _____

Goodwill: \$ _____

Other: \$ _____

TOTAL PURCHASE PRICE \$ _____

How much working capital will you need? Where is the working capital coming from?

