

VAIL BUSINESS ASSOCIATES, LLC
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www.vailbusinessassociates.com

Confidential Buyer Information Form

Vail Business Associates represents sellers of quality businesses. Our client agreement requires us to obtain certain qualifying information from buyer prospects before we can disclose the name, location, or confidential information of our clients. Please attach additional information that you feel is appropriate including resumes, acquisition search criteria, expanded financial statements and /or financial references.

This information is essential to accurately match a buyer's acquisition criteria with a wide range of selling situations marketed by Vail Business Associates. Please complete each part of this form and return it to Vail Business Associates to obtain disclosure information on the business selling opportunity of your inquiry. No business financial information will be released to a potential buyer without receipt of a fully executed Buyer's Confidentiality and Nondisclosure Agreement, evidence of financial capacity, and a fully executed Confidential Buyer Information Form.

The information you provide on this form will be held in confidence and used only in relation to your acquisition efforts of a business represented by Vail Business Associates.

Name _____ Phone _____
Address _____ Cell Phone _____
City _____ Fax _____
State _____ Zip _____ email _____

1. How did you hear about Vail Business Associates, LLC?

- Internet Listing Site Yellow Pages Direct Mail Newspaper Ad
 Vail Business Associates Web Site
 Referral _____
 Other _____

2. Are you working with any other intermediaries/business brokers/others? Y/N _____

3. Buyer Category:

- Individual Corporate Investment Group Venture Capital

4. For Corporate Buyers: Private Corporation? _____
Public Company? _____ Number of Shareholders _____
Stock Exchange: _____ Symbol: _____ Years Established _____
How many acquisitions in the past 5 years? _____
Gross Sales \$ _____ Shareholders' Equity \$ _____
Net Earnings \$ _____ Cash Budgeted for acquisition \$ _____
Describe main products and/or services _____

5. For Individual Buyers:

Current Occupation/Employment _____

Career Background (please describe most recent career to date, positions held, companies, years)

Education: _____

Have you ever owned your own business? _____. If yes, what type, where, and what years?

Anticipated Possession Date _____

Financial Statement (must be completed to obtain seller information)

Assets

Cash \$ _____

Real Estate \$ _____

Securities/CDs \$ _____
Not including retirement funds (401K, IRAs, etc)

Other Assets \$ _____

Other Income \$ _____

Total Assets \$ _____

Liabilities

Mortgage \$ _____

Mortgage \$ _____

Other Loans \$ _____

Credit Cards \$ _____

Other Liabilities \$ _____

Total Liabilities \$ _____

Net Worth \$ _____

Cash available for a transaction \$ _____ Source _____

Targeted range of an initial investment: min \$ _____ max \$ _____

6. Please check all of the areas you would consider in owning a business.

- | | | |
|--------------------------------------|------------------------------|----------------------------|
| _____ Services | _____ Wholesale/Distribution | _____ Auto Related |
| _____ Retail | _____ Landscaping/Lawn care | _____ Restaurants |
| _____ Vending | _____ Manufacturing | _____ Dry Cleaning/Laundry |
| _____ Franchise | _____ Marketing and Sales | _____ Convenience Store |
| _____ Other: (please describe) _____ | | |

Please describe the nature of the ideal business to be acquired: _____

7. Financial Parameters:

Annual Sales: Minimum \$ _____ Maximum \$ _____

Minimum Monthly Income Requirement \$ _____

Minimum Cash Flow (Seller's Discretionary Earnings) \$ _____

Describe your anticipated terms of deal: _____

Do you plan to obtain outside funding from a financial institution? _____

If so, please identify type financing and most likely institution: _____

8. Geographic Preference: _____

9. The Buyer is aware that a financial statement and a credit report may be required by the lessor, or the seller if seller financing is involved in the sale. The Buyer is not aware of anything that would adversely affect his credit report. The Buyer certifies that the information in this Confidential Buyer Information Form is accurate as of the date of this document and authorizes Vail Business Associates, LLC to verify such information through such reference and background checks as its client may require.

Buyer: _____
(Print Name)

Buyer: _____
(Print Name)

Signed

Signed

Date

Date

Vail Business Associates, LLC
Broker: Kevin V. Wilkerson

Signed

Date