



Kommersial

dba

BrokerBusiness.biz

BUSINESS PROFILE

Business Name: _____

The Business

Form of Ownership: Individual _____ Partnership _____ # Partners _____

S Corp. ____ or C Corp. _____ Business established in _____ Present Owner
acquired in _____ If acquired amount paid \$ _____ Down Payment \$ _____

Describe this Business:

Square footage Business occupies: _____ Number of Seats: _____

Special licenses required, vending contracts, franchise or license contracts:

Lease:

Presently Tenant at Will? Yes _____ No _____

Current lease has _____ months remaining at \$_____ per month with option to renew for an additional period of _____ years.

Current Lease expires ___ / ___ / _____. Option to renew expires ___ / ___ / ____

Rent under option to be \$_____ / month

Does lease contain option to buy Real Estate? _____

Landlord's Name _____

Telephone # _____

Address _____

Is Lease assignable? _____ New Lease available? _____

What is the rent per square foot next door? \$_____

Across the street? \$_____

Owner's estimate of Values, (Orderly Liquidation Value (OLV))

	\$ Value	Average Age
Furnishings, Fixtures and Equipment (FFE)	_____	_____
Leasehold Improvements	_____	_____
Inventory	_____	_____
Vehicle(s) to be included in sale	_____	_____
Patents, Franchises, Licenses etc. (explain in notes)	_____	_____
Accounts Receivable	_____	_____
Other	_____	_____
Total OLV \$	\$_____	_____

Staff:

Number of family members active in Business _____. List below:

Name	Job Description	Pay Rate	Hrs/Wk	Stay/Leave
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_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

Name	Job Description	Pay Rate	Hrs/Wk	# yrs
------	-----------------	----------	--------	-------

_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

Operations

Hours Open: _____ # days open _____

How much would you have to pay a manager in order to run this Business

"absentee"? \$ _____

What percentage of supplies or inventory would be considered as dead or obsolete?

What percentage of your FFE should be replaced yearly to maintain a good image and productivity? _____

As a new Owner, how long would it take to be functional in this Business? _____

From start up, how long to reach current level of profitability (months) _____

How accurately can you predict Revenues (explain) _____

How much training is required to perform and understand this company's operations _____

What is your Liability exposure level _____

How important is the Owner to the Revenues of this Business? _____

Over last three years, how have Gross Sales been trending? _____

New business is obtained by: (Owners influence, walk in, direct mail, etc.)

What special license, degree or skills would a new owner need? _____

How do you price your product or service? _____

Present marketing strategy? _____

Industry:

Considering social status, visual appeal, profits, etc. how desirable is this Business or Industry? _____

Have liability insurance rates gone up? _____ How much? _____

What is the trend for this Industry? _____

What is the status of local labor pool for this Business? _____

Does your industry have a "Trade Association?" _____

Are you a member? _____ Association (s) : _____

Overview:

What are the businesses strong points? _____

What are the opportunities? _____

How could the Business be improved? _____

Competition:

How many Competitors in marketing area?_____ How many have failed in last two years ? _____ How many are new (within last two years)? _____

Impending Changes

Traffic flow, government regulations, zoning and competition etc.? _____ If yes, how would the Business be affected positively and/or negatively?_____

Banking:

Have lenders loaned on the assets of the Business alone? _____

Which Bank(s) does the Business use and what is the relationship?

Bank Name	Service Utilized	Loan Officer	Phone Number
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

Outstanding Notes:

Assumable? Indicate with an X if No

Lender	Security	% Interest	Term	Current Payoff
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

This information has been provided in connection with that Marketing Agreement dated _____. I have reviewed the above Information and find it correct.

Owner Date