



## Seller Questionnaire

All information provided will remain confidential

Name \_\_\_\_\_ Business Name \_\_\_\_\_  
 Telephone \_\_\_\_\_ Address 1 \_\_\_\_\_  
 Cell \_\_\_\_\_ Address 2 \_\_\_\_\_  
 Email \_\_\_\_\_ City, St., Zip Code \_\_\_\_\_  
 BBOTC Broker \_\_\_\_\_ Telephone \_\_\_\_\_  
 Fax \_\_\_\_\_

### Type of Business

- |  |   |  |   |
|--|---|--|---|
| <input type="checkbox"/> Auto Repair       | <input type="checkbox"/> Dry Cleaners/Laundry | <input type="checkbox"/> Hotel/Motel         | <input type="checkbox"/> Retail                 |
| <input type="checkbox"/> Bar/Tavern        | <input type="checkbox"/> Fitness Center       | <input type="checkbox"/> Internet Related    | <input type="checkbox"/> Wholesale/Distribution |
| <input type="checkbox"/> Coin Laundry      | <input type="checkbox"/> Franchise            | <input type="checkbox"/> Manufacturing       | <input type="checkbox"/> Commercial Property    |
| <input type="checkbox"/> Convenience Store | <input type="checkbox"/> Hair & Beauty        | <input type="checkbox"/> Printing/Publishing | <input type="checkbox"/> Investment Property    |
| <input type="checkbox"/> Daycare           | <input type="checkbox"/> Health/Medical       | <input type="checkbox"/> Restaurant          | <input type="checkbox"/> Land/Acreage           |
- Other \_\_\_\_\_

### Business Information

Is this business incorporated \_\_\_\_\_ Type of corporation \_\_\_\_\_  
 Total years this business has operated \_\_\_\_\_ Years you owned \_\_\_\_\_  
 Is this business profitable \_\_\_\_\_  
 Is your business a franchise \_\_\_\_\_ Franchise name \_\_\_\_\_  
 Your reason for selling \_\_\_\_\_  
 Lease term (if applicable) \_\_\_\_\_ Cost/Month \_\_\_\_\_  
 Days and hours of operations \_\_\_\_\_  
 How many employees \_\_\_\_\_  
 Are you willing to train a new buyer \_\_\_\_\_ How long \_\_\_\_\_  
 Is this an owner operated business \_\_\_\_\_  
 Is this a family run business \_\_\_\_\_  
 Do you have a written business plan \_\_\_\_\_  
 Are there ways this business could grow \_\_\_\_\_  
 Any liens or judgements \_\_\_\_\_

### Financial

Do you have 3 years of financials \_\_\_\_\_  
 Do you have 3 years of tax returns \_\_\_\_\_  
 Gross Income \_\_\_\_\_  
 Cash Flow (Seller's Discretionary Earnings) \_\_\_\_\_  
 Do you have an appraisal \_\_\_\_\_  
 Approximate asking prices  
     - Business \_\_\_\_\_ Loans/Liens (Business) \_\_\_\_\_  
     - Inventory (not included above) \_\_\_\_\_ Loans/Liens (Inventory) \_\_\_\_\_  
     - FF&E (not included above) \_\_\_\_\_ Loans/Liens (FF&E) \_\_\_\_\_  
     - Real Estate (not included above) \_\_\_\_\_ Mortgage/Liens (Real Estate) \_\_\_\_\_  
 Would you consider owner financing \_\_\_\_\_ Amount to owner finance \_\_\_\_\_  
 How did you hear about BBOTC \_\_\_\_\_

**Signed** \_\_\_\_\_ **Date** \_\_\_\_\_

(Personal or Legal Digital Signature Required)