



5101 N W 21 Avenue #300 Ft. Lauderdale, FL 33309  
Tel: (754) 224-3134 Fax: (954) 862-8993  
Please Visit: [www.TimeToSellYourbusiness.com](http://www.TimeToSellYourbusiness.com)

## Confidential Customer Profile

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

Agent: **Marty Fishman**

### 1. BACKGROUND:

Name: \_\_\_\_\_ Telephone: (O): \_\_\_\_\_  
(H): \_\_\_\_\_  
(C): \_\_\_\_\_

Address: \_\_\_\_\_

E-Mail address: \_\_\_\_\_

What type of business interest? \_\_\_\_\_

How long have you been looking? \_\_\_\_\_

What type of businesses have you looked at? \_\_\_\_\_

What type are you sure you **don't** want? \_\_\_\_\_

Why? \_\_\_\_\_

### 2. BUYER CRITERIA:

Motivation for buying? \_\_\_\_\_

Previous business ownership and/or occupation? \_\_\_\_\_

Location preferences and travel limitations? \_\_\_\_\_

Who will assist you in business operation: Family, Partner? \_\_\_\_\_

### 3. FUNDING:

How do you plan to pay for your purchase? \_\_\_\_\_

What is your cash down payment and where ? \_\_\_\_\_

What is the **minimum** cash you need to take out the business?

1. In the first year? \_\_\_\_\_

**4. FINANCIAL POSITION (Must Complete):**

Total Cash \$ \_\_\_\_\_

Home Equity (i.e. RE minus mortgage) \$ \_\_\_\_\_

Other Assets: \$ \_\_\_\_\_

Other Liabilities: \$ \_\_\_\_\_

**Total NET WORTH** \$ \_\_\_\_\_

**Current Annual Income:** \$ \_\_\_\_\_

**Financial Score:** \_\_\_\_\_

**5. OTHER COMMENTS that will help me find the right business for you:**

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Please Fax to: 954-862-8993

Thank You!

**Marty Fishman**

Transworld Business Brokers