

# Buyer's Box

## Business Acquisition Preferences

### Buyer Information

Name: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

### Financial Criteria

Revenue Range (Annual Revenue)

Minimum: \$ \_\_\_\_\_

### Desired Profit Margins (Net Income/EBITDA):

Minimum: \_\_\_\_\_ %

### Cash Flow Requirements (To cover personal income or debt service):

Minimum: \$ \_\_\_\_\_

### Asking Price (Total investment budget):

Minimum: \$ \_\_\_\_\_ Maximum: \$ \_\_\_\_\_

**Seller Financing** (Is seller financing preferred?): Yes  No

### Financing (Do you have financing in place?).

Yes. Please list your lender

No

If no would you like a recommendations? Yes  No

### Experience

Do you currently own a business? Yes  No

How many businesses do you own? \_\_\_\_\_

Have you ever owned a business? Yes  No

What type of business did you own? \_\_\_\_\_

**Operational Criteria**

**Location:** Specific regions or cities where the buyer wants to operate, including proximity to home or business hubs.

**Industry:** The buyer's preferred industries such as

- Retail    Health and Wellness    Manufacturing    Technology  
 Service-Based    Restaurant    Other \_\_\_\_\_

**Type of Business:** What type of business are you looking to buy:

- Franchise    Startup    Established    Online/eCommerce  
 Other \_\_\_\_\_

**Operational Involvement (Choose one):**

- Hands-on  
 Semi-passive (Management in place)  
 Passive (Fully managed business)

**Preferred Number of Employees:**

Minimum: \_\_\_\_\_ Maximum: \_\_\_\_\_

**Type of Customer Base:**

- Business-to-Business (B2B)  
 Business-to-Consumer (B2C)  
 Niche Market  
 High-end Market  
 Other preferences: \_\_\_\_\_

**Online Presence** (Do you prefer businesses with an existing online presence?):

- Yes  
 No  
 Not important

## Personal Preferences

Lifestyle Fit (Does the business need to align with your personal interests?):

Yes

No

Please describe any specific interests:

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**Work-Life Balance** (Desired hours or flexibility):

Flexible hours

No more than \_\_\_\_\_ hours per week

Other: \_\_\_\_\_

**Community Involvement** (Is local community integration important to you?):

Yes

No

Describe: \_\_\_\_\_