***Date:***

***Company name:***

***Dealership Application Questionnaire:***

1. **What is the nature of your business?**
2. **What are your products and services you offer to your clients?**
3. **How long has been the business operating?**
4. **Who is the CEO/CFO of the company?**
5. **How many personnel do you have?**
   1. **sales-**
   2. **operations-**
   3. **back-office-**
6. **Do you have branch office/s? Where/ how many personnel?**
7. **Is the office owned or rented? How long have you been renting? How much rental per month?**
8. **How much is your sales per annum?**
9. **How much is your mark-up rate?**
10. **Who are your top 20 customers?**
11. **What is the estimated sales per annum of the top 20 customers?**
12. **Do you grant credit terms to customers? How many days?**
13. **What are the usual/standard terms you grant to customers?**
14. **Who is the final approval of credit terms?**
15. **Do you have of past due accounts?**
16. **What is/are the reason for late collection?**
17. **Do you maintain inventory?**
18. **What is the estimated cost of inventory?**
19. **Who are your top 20 suppliers?**
20. **Do you have credit terms with your suppliers?**
21. **Who is the final approval of purchases?**
22. **How are suppliers paid?**
23. **Do you have past due payables?**
24. **What is/are the reason for late payment to suppliers?**
25. **Do you have regular meetings to discuss financial reports? Like sales report, accounts receivable, payables and P&L?**
26. **Do you have bank loans? If yes, in what bank?**
27. **Do you have existing Bank Credit line? If yes, what bank? What is the bank Credit terms? Type of bank Loan facility? How much is the bank exposure?**
28. **What opportunity/ies do see in the next 6 months?**
29. **For your top clients- what industry/line of business are they?**