

Business Profile

Business Name:

Outstanding Notes:

(Months)	Assumable?	If Yes
Lender		
Security	%Interest	Term
Current Payoff?		

Lease:

No 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 on ___ /___/___ Option to
renew expires on ___ /___ /___

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))

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_____

otal OLV \$

The Business:

Form of Ownership: Individual _____ Partnership _____ #

Partners _____ S Corp. _____ or C Corp. _____

Business established in 20____ Present Owner acquired in

20____ Hours Open: _____

Number of family members active in Business _____.

List below:

Name	Job Description	Hourly Rate	Hrs/Wk	Stay

Number of non-family employees:

Full-time_____

Part-time_____

Name	Job Description	Hourly Rate	Hrs/Wk	How Long (yrs)

Describe this Business:

Square footage Business occupies: _____ Number of Seats: _____

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

Operations:

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? _____

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?

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

Most businesses can be segmented and profit margins identified by segments. Identify below.

Major Categories

Approximate Gross Profit or Segments

Customers:

How many Customers does the Business serve? _____

What number of Customers account for 25% of Volume? _____

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?

Do you belong to a "Trade Association?" _____

Name: _____

Overview:

What are the businesses strong points? _____

What are the opportunities? _____

How could the Business be improved?

Present marketing strategy? _____

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 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	Service Utilized	Loan Officer	Phone
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____