



**PROSPECTIVE PURCHASER SCREENING QUESTIONAIRE**

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

**Agent/Broker:** \_\_\_\_\_

**Background:**

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

**e-Mail:** \_\_\_\_\_

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

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

**City:** \_\_\_\_\_

**Cell Phone:** \_\_\_\_\_

**Zip:** \_\_\_\_\_

**Fax:** \_\_\_\_\_

**Present Occupation:** \_\_\_\_\_

**What brought you into our office?** \_\_\_\_\_

**What business are you interested in?** \_\_\_\_\_

**Buyers Information**

**Motivation for buying?** (Security, more money, be your own boss, larger operation?)

**Previous Business Experience and /or ownership:** \_\_\_\_\_

**Who will assist you in your new business?** \_\_\_\_\_

**Location Preferences?** A. \_\_\_\_\_ B. \_\_\_\_\_ C. \_\_\_\_\_

**Type of Biz Preferred?** A. \_\_\_\_\_ B. \_\_\_\_\_ C. \_\_\_\_\_

**Income required per month from business Operation:** \_\_\_\_\_

**Investment requirements:**

**Money:** How much cash are you thinking of Investing for the down Payment?

**Time Frame:** When do you want to be in the business?

**Decision Maker:** Who besides you will make the buying decision? \_\_\_\_\_

**Can you provide a Financial Statement?** \_\_\_\_\_

**Can you provide a credit report:** \_\_\_\_\_?

\_\_\_\_\_  
*Prospective Purchaser*

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



**Licensed Brokers**

**PROSPECTIVE PURCHASER'S ACKNOWLEDGEMENT & AGREEMENT**

I/We, the undersigned prospective purchaser(s), hereby acknowledge receipt of Confidential Information about the business(es) described below, and *agree not to talk to owner(s) or employees without an agent being present.*

NAME	ADDRESS	CITY	SIZE	RENT	PRICE	DOWN	TERMS

**This is an Agreement, please read it.**

In Consideration of your have provided the above information. I/we hereby agree (1) not to divulge such information to others, except to secure advice and counsel, and (2) to conduct all further inquiry into the above opportunities through the office of Business Brokers of California (BBC), which company I/we hereby acknowledge to be the broker first providing such information to me/us. I/we understand and agree that I/we shall not interfere with the broker's representation of the seller, or the broker's right to the commission payment from the seller.

This agreement does not form any agency relationship between the prospective purchaser(s) and Business Brokers of California (BBC), or its agents.

**Receipt of a copy of this acknowledgement & agreement is here by acknowledged prospective purchaser(s).**

Signature: \_\_\_\_\_

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

**Issued by: Business Brokers of California,  
as agent for the Seller.**

Signature: \_\_\_\_\_

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

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

City \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Broker's Agent: \_\_\_\_\_

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

Telephone: \_\_\_\_\_

e-mail: \_\_\_\_\_

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

3480 Buskirk Ave., Suite 300  
Pleasant Hill, California 94523  
(925) 945-0550 Main Office  
(925) 945-1745 Fax  
www.9306161.com



### **Disclosure to the Purchaser**

Business Brokers of California (BBC) Agents Are Licensed By the Department of Real Estate, and are Trained Professionals In Business Opportunity Sales. We are required to Adhere to Strict Regulation and Policies to assure all Prospects are Treated Fairly And Honestly.

**WE SPECIALIZE IN BUSINESS OPPORTUNITY SALES:** Businesses are generally offered for sale confidential, and are not publicly advertised. Because (BBC) specialized in Business Opportunity Sales, we are the Exclusive Agent for many Owners who wish to sell their business, but also request confidentiality. We are therefore able to provide you with information and assistance concerning business opportunities that in most cases is not available to the general public. In doing so, we ask that you respect the need to keep any information provided to you confidential.

**WE WILL SHOW YOU BUSINESSES AVAILABLE FOR SALES:** Our Agents will expose you to business offerings, so that you are able to develop a realistic understanding of what opportunities are available, asking price, what the Seller has represented the income and the expense to be, and any other particulars concerning the business that has been provided to us. We will introduce you to these offerings regardless to the race, creed, sex, religion, sexual preference or national origin of You or the Seller.

**WE WILL GET YOU NECESSARY INFORMATION TO MAKE A DECISION:** We will submit your reasonable request for addition information concerning a business opportunity to the Seller (s), and deliver the same to you upon receipt-

**WE WILL SUBMIT ALL OFFERS:** we will submit your offer as instructed by the Seller(s), and transmit all response to you.

**THE SELLER PAYS OUR COMMISSION:** If we are successful at locating a Purchaser and accomplishing a sale, we are paid a commission by the Seller(s). We are therefore obligated to act as the Sellers Agent. We are however also obligated by law and our business practices to act Fairly and Honestly in our dealing with You, and provide and disclose to you any and all material facts know to us regarding a business offering. We adhere strictly to these regulations and policies! Occasionally, when we arrange financing through a Lender, We may be paid an additional commission or referral fee by the lender, which will not affect the borrower's rates or cost in any way.

We are again pleased to welcome you and wish you every success in locating and purchasing a business of your choice. We look forward to the opportunity to assist you in your efforts. Please sign below indicating that you have read, agree to, and have received a copy of this disclosure. Should you have any questions or concerns, please do not hesitate to ask - we are here to Help!

\_\_\_\_\_  
*Prospective Purchaser*

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

\_\_\_\_\_  
*BBC-Agent*

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

3480 Buskirk Ave. Suite 300 Pleasant Hill, California 94523  
(925) 943-0550 Main, (925) 945-1745 Fax ,  
Web Site : [www.Cal-Brokers.com](http://www.Cal-Brokers.com) e-mail; [Brokers3480@aol.com](mailto:Brokers3480@aol.com)



***Professional Business & Commercial Brokers Serving both Buyers and Sellers***

Business Brokers of California (BBC) was established to serve client needs in the sale or purchase of small and medium priced businesses and commercial property. Our Client's confidentiality is protected throughout all phases of the marketing cycle. We provide the skill necessary to market businesses & commercial property successfully and to facilitate the negotiation of the sale, including, but not limited to, the following activities.

***Valuation:***

Business Brokers of California designates a target price which optimizes return to the client while establishing a realistic financing format for the buyer. The price formula is designed to meet the requirements of the client and ensure maximum safety for both the buyer and the seller throughout the financing term. A Certified Business/Property Appraiser, if necessary can determine Fair Market Value.

***Packaging:***

Detailed financial and or marketing profile is compiled to represent the business attractively to potential buyers without compromising the seller's confidentiality. These professionally packaged portfolios are provided for the benefit of both the buyer and the seller and often facilitate the escrow process.

***Marketing:***

Our dynamic networks of experience agents employ many marketing tools to target qualified buyers who are financially capable of purchasing a specific business. (BBC) Business Brokers of California first identifies what business appeals to the prospective buyer, and then screens all potential buyers for financial strength and appeal to the prospective buyer, and then screens all potential buyers for financial strength and applicable business experience. This procedure endeavors to match buyers with the business for sale ***prior to the disclosure of any confidential information.***

***Negotiation:***

Business Brokers of California (BBC) is actively involved in many aspects of the sale terms and condition and the preparation of the proper documentation, which will be required for the completion of the business/property transaction. When final details of the transfer of ownership is completed, our agents will refer you to an experienced escrow officer. Throughout each step of the transaction, escrow and the bulk sales procedures are carefully followed to ensure all requirements of the sales agreement are implemented in a concise and thorough manner.

***Fee Structure:***

Consultations are free; there is no initial fee. Business Brokers of California (BBC) receives payment through the escrow when the sale is complete.

***Summary:***

*Business Brokers of California (BBC) is a highly qualified brokerage firm designed to market and sell small and medium size companies and property in an industry.*

*Business Brokers of California (BBC) has identified this niche and become a leading Bay Area Business Brokerage firm providing the finest service to our clientele. Our Solid reputation is exemplified by our steady flow of referrals and repeat business.*

*Business Brokers of California (BBC) experience agents provide superior customer service: the essential element in assisting you with the monumental decision to buy or sell your business.*

***Business Brokers of California***  
***Division of Luckhardt Management, Inc.***  
***Business Brokers of California, 3480 Buskirk Ave., Suite 300,***  
***Pleasant Hill, Ca. 94523, (925) 945-0550 Main, (925) 945-1745 Fax,***  
***www.9306161.com***