



Buyer Name _____

WE PROVIDE EACH SELLER THE FOLLOWING CONFIDENTIAL FACTS ABOUT YOU PRIOR TO RELEASING ANY INFORMATION ABOUT THEIR BUSINESS.

BACKGROUND INFORMATION

- 1. Are you currently employed? _____ If so in what industry and what position? _____
- 2. Please give a brief description of your responsibilities

- 3. Please list the industries in which you've worked and the positions you've held since graduating from school.
- _____

- 4. What was your emphasis in college? _____ Post college major: _____

- 5. Place a check mark beside each business category that interests you:

- | | |
|---|---|
| <input type="checkbox"/> Computer/ High Technology/ Sciences | <input type="checkbox"/> Retail |
| <input type="checkbox"/> Distribution | <input type="checkbox"/> Service, Postal Copy Center, Tax Prep Etc. |
| <input type="checkbox"/> Dry Cleaning/ Coin Laundry | <input type="checkbox"/> Wholesale |
| <input type="checkbox"/> Franchises - Start up or existing | <input type="checkbox"/> Absentee Ownership |
| <input type="checkbox"/> Gas Stations/ Mini Marts/ Car Washes | <input type="checkbox"/> Any business that can be relocated |
| <input type="checkbox"/> Manufacturing | <input type="checkbox"/> Turnaround Situations |
| <input type="checkbox"/> Restaurants/ Fast Food | <input type="checkbox"/> Home Based Business |

- 6. What is your current annual income? _____
- 7. What are your income expectations the first year of owning your own business? _____
- 8. What amount do you have for a down payment? _____
- 9. What is the source of funds for your down payment? _____

- 10. Select one. My Net Worth (all assets minus debts) exceeds: \$100,000 \$500,000 \$1,000,000

- 11. Have you ever filed for bankruptcy? Had a foreclosure? Had a judgment filed against you?

- 12. Is there any reason you might be declined on a loan for a business acquisition?

- 13. Does your spouse work? _____ Work Full Time? _____ Industry and position _____

- 14. How far from your home are you willing to drive one way to the Business you will buy? _____

- 15. Will anyone advise you in the review of the business records and the decision to purchase any business? _____

- 16. What is your timeframe to purchase? Immediately No Hurry

- 17. If you reside outside California and have inquired about a California-based business, what are your relocation plans and timeframe? _____

I certify that the above information is true and correct and acknowledge receipt of a copy of this profile.

Buyer Signature



PERSONAL FINANCIAL STATEMENT

Buyer Name _____

ASSETS	LIABILITIES
Cash on hand & in Banks _____	Revolving Charge Accounts _____
_____	Short Term Bank Loans _____
Money Market Funds _____	_____
Stocks & Bonds _____	Auto Loans _____
Accounts/Notes Receivable _____	Other Debts _____
Vested Portion of Pension or _____	_____
Profit Sharing _____	_____
Cash Value of Life Insurance _____	_____
TOTAL CURRENT ASSETS _____	TOTAL CURRENT LIABILITIES _____
Real Estate _____	Real Estate Mortgages _____
Personal Residence _____	Personal Residence-Mortgage _____
Automobiles _____	Other Liabilities _____
Personal Assets _____	_____
Other Assets _____	TOTAL LIABILITIES _____
TOTAL ASSETS _____	NET WORTH _____

PRESENT ANNUAL INCOME FROM ALL SOURCES _____

DUAL AGENCY

When Murphy Business and Financial lists a business for sale, it becomes the agent representing the Seller. Murphy Business and Financial often works with the Buyer too and by the nature of that relationship, becomes the agent for the Buyer. Even though Buyer and Seller may be represented by different agents in its office, there exists a dual agency whereby Murphy Business and Financial is an agent for and represents both parties.

An agent must make a full disclosure of all relevant information known to the agent to the party he represents. Buyers and Sellers also must always, under California Law, disclose all material facts which would influence the other party's decision.

If you, as a Buyer, would pay a higher price than originally offered, or as Seller, accept a lower price than has been named, we ask that we not be told that. Should Murphy Business and Financial become aware of this information, the agent will not, even though it otherwise might have a duty to do so, pass that information on to the other party.

By signing below, you acknowledge that you understand the concept of Dual Agency and have no objection to

The undersigned certifies that all information included or inserted herein has been carefully read and is true and correct.

Signature _____ Date _____