



Confidential Buyer Profile

Contact Information

Company	Office Phone
Contact Name	Home Phone
Mailing Address	Mobile Phone
City State Zip	Fax
E-mail	Web Site

Background Information (Resume or CV may be attached)

Education & career focus

Current Employment

Have you ever owned your own business?

- Yes (answer below) No (skip to Financial Information)

Name/type: _____ Number of years owned: _____

Annual sales: \$ _____ Annual earnings: \$ _____ # of employees: _____

Disposition of business: _____

Financial Information (Balance sheet must be completed to obtain seller information)

	Assets		Liabilities
Cash	\$	Notes Payable	\$
Real Estate	\$	Mortgages	\$
Securities/ CD's	\$	Other Loans	\$
Retirement Plans	\$	Other Liabilities	\$
Other Assets	\$	Total Liabilities	\$
Total Assets	\$	Net Worth	\$

Cash available for investment: \$ _____

List Sources of cash/equity: _____



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Buyer Information

How many Buyers are in the acquiring group? _____

List additional Buyers below:

Buyer #2 Active Passive

Name _____

Mailing Address _____

City _____ State _____ Zip _____

Phone _____

Email _____

Buyer #3 Active Passive

Name _____

Mailing Address _____

City _____ State _____ Zip _____

Phone _____

Email _____

Acquisition Criteria

Targeted Industries:

- Agriculture Communications Construction Distribution
- Finance Manufacturing High Tech Mining/ Oil & Gas
- Retail Services Transportation Other: _____

Describe specific acquisition and/or investment criteria, including SIC codes:

Financial Parameters

	Annual Sales		Annual Earnings
Minimum	\$ _____	Minimum	\$ _____
Maximum	\$ _____	Maximum	\$ _____

Management Preference

- Will replace top management Top management should remain

Geographic Preference

1.) _____ 2.) _____ 3.) _____

How did you hear about Touchstone Advisors?

- Referral Internet Mail Other: _____