



Southern Mergers & Acquisitions, Inc.

Buyer Questionnaire for Individuals

(Attachment to Blanket Confidentiality Agreement)

Types of businesses of interest: If specific, list here _____

___Mfg ___Distribution ___Service ___Retail ___Contracting ___Other

If Manufacturing, circle interest: Machining Job Shop related, Metal Fabrication, Metal Stamping, Machinery (Product), Wood related, Printing related, Packaging related, Plastics related, Chemical related, Structural Steel, HVAC – Air Flow related, SIC Code specific _____

Size businesses of interest, approx. annual gross sales \$ _____ # of employees _____

Cash Flow expectations at time of acquisition \$ _____

Will you consider looking at under-performing businesses and/or turnarounds? _____

What areas will you consider in buying a business? Only within ___ miles of Jacksonville

Specific Geography _____ Anywhere in Southeast ___ Other _____

Preferred amount of cash personally available and willing to invest? _____

Source of funds: _____ (Financial Statement and Confidentiality Agreement must be submitted)

Why are you looking to buy a business? _____

Previous employment/background: _____

(provide a resume if possible as this will assist us greatly in our matchmaking process)

How long have you been looking to buy a business? _____

If not immediately, how soon would the ideal time be to buy a business? _____

List your strengths (ex. Management, Marketing, Sales, etc.) _____

Have you ever owned a business previously? ___ If so, what kind _____

Approximate current household annual income \$ _____

Will anyone else be joining you in this venture? ___ If so, who? _____

Have you ever worked with any other brokers? ___ If so, who? _____

Have you ever worked with any other brokers in our office? ___ If so, who? _____

How did you come in contact with us? (newspaper, internet, yellow pages, referral, etc.) _____

Other Comments: _____