*May be added to*[*Buyers.ProsperSystems.biz*](http://prospersystems.biz/Buyers_ProsperSystems.htm)*– use as examples*

*Last update 3/27/2019 by KHJ*

*Download*[*Word Document*](http://prospersystems.biz/BuyerCriteria.doc)*or Copy/paste to*

*email or word processor, complete,*

*then return to*[*Buying@ProsperSystems.biz*](mailto:Buying@ProsperSystems.biz)

*Latest stored at*[*BuyerCriteria.prospersystems.biz*](http://prospersystems.biz/BuyerCriteria.htm)

**BUYER CRITERIA for YOUR FIRM or Those You REPRESENT**

**BACKGROUND**

  • What business is the buyer in?

**SPECIFICATIONS**

  • What kind of business/property looking for?

  • What size of business/property looking for? *(value range, revenue range, EBITDA range, other)*:

  • What are the top 3 things looking for in a potential business/property? *(cap rate, management team, value, location, product line, supplier relationships, brand, etc)*:

  • What additional skills and resources bring to the deal *(growth capital, new skills, familiarity with other markets, etc)*:

**LOCATION** of Buyer:

**SOURCE** of Funds *(location; private, firm, institutional)*:

**LOCATION** for Purchases:

**FINANCIAL**

  • What are the financial parameters looking for?

**PORTFOLIO**

  • What other companies/properties currently have?

  • What synergies like to achieve?

**MANAGEMENT (for business purchases)**

  • Describe the management team bringing to the table:

  • Want the existing management team of a business to stay in place?

  • If so, for how long?

**TRANSACTION**

  • What type of transaction interested in? *(purchase/buyout, growth equity investment, majority or minority position, etc):*

**Company Info***, NOT on your Online Profile or Signature Block (overlay if easier)*.

Name:

Company:

Address:

Email Address:

Phone:

Website:

Questions?  Complete what you can, email it in, then we’ll finish over the phone.

Thank you very much, Kenton Johnson <[*Buying@ProsperSystems.biz*](mailto:Buying@ProsperSystems.biz)*>*

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