



Buyers Self-Assessment Process

Write The Name of Your Business Below:

Step 1 of 5: Do You Really Want To Buy A Business, or Are You Just Dreaming?

Complete and save a copy of this form. As you complete subsequent steps in the process, keep copies of your answers for review with your business broker. For each item listed below, please score yourself:

	Disagree			Agree
What is your principal motivation for buying a business:				
• The income you believe it will generate?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• The prestige associated with being an independent business owner?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• The lifestyle that comes with being your own boss?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• The ability to select the location where you would like to live?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Will there be a spouse or business partner involved in your purchase of a business?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Do you have the support of your spouse and family in this decision?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Any health conditions that would affect your ability to run certain businesses?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Have you previously contacted business brokers regarding buying a business?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Are you currently working with any business broker?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
How long have you been looking for a business to buy?	3 mo.	6 mo.	9 mo.	12+ mo.
How soon are you considering purchasing a business?	3 mo.	6 mo.	9 mo.	12+ mo.
If you do not currently reside in Arizona, how soon do you plan to move here?	3 mo.	6 mo.	9 mo.	12+ mo.
If you found the right opportunity, you are ready to make an offer?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
What are some of your personal hobbies & interests? _____				

Notes:

Note: Now that you have completed Step One in this Buyers Self-Assessment Process, please retain a copy of this form. When you have fully completed Step One, please proceed to Step Two. Should you have questions along the way, please complete a form on our website to request a consultation, or contact us in complete confidence at 520-327-4454 or at info@allenandyoung.com.