

# Buyer Interview Worksheet

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Name \_\_\_\_\_ Spouse: \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone (Day) \_\_\_\_\_ (Evening) \_\_\_\_\_

## Financial:

1. Amount Available to Invest \_\_\_\_\_
2. Other Sources \_\_\_\_\_
3. Minimum Monthly Income Requirement \_\_\_\_\_
4. Anticipated Possession Date \_\_\_\_\_
5. Size of Family \_\_\_\_\_
6. Spouse Involvement \_\_\_\_\_
7. How Long Have You Been Looking \_\_\_\_\_
8. Ability to Act Quickly \_\_\_\_\_

## Background:

9. Previous Business Ownership \_\_\_\_\_
10. Type of Business Preferred \_\_\_\_\_
11. Previous Employment \_\_\_\_\_
12. Business Objectives \_\_\_\_\_
13. Education \_\_\_\_\_
14. Business Previously Considered \_\_\_\_\_
15. Do You Possess Any of the Following Skills?
  - Mechanical
  - Finance
  - Sales
  - Administration
  - Other: \_\_\_\_\_

16. Will You Consider any of the Following?
  - Retail
  - Food and/or Beverage
  - Franchise
  - Dry Cleaning/Laundry
  - Services
  - Liquor
  - Other: \_\_\_\_\_

21. What Locations or Areas Will You Consider? \_\_\_\_\_

Completed by (Name of Sales Associate): \_\_\_\_\_