

Business Buyer Profile Template

Provided by BuyerPass (buyerpass.com) for educational use.

Keep it to one page. Use ranges and thresholds, not exact account balances. Do not attach bank statements to a profile.

BUYER

Name:

Buying entity (existing or to be formed):

Email / phone:

Location:

ACQUISITION CRITERIA

Target industries:

Industries or business types that are NOT a fit:

Geography (metro, radius, or remote-manageable):

Revenue range:

Earnings range (SDE for owner-operated, EBITDA for managed businesses):

Purchase price range:

Other requirements (recurring revenue, employees, real estate, etc.):

FINANCIAL CAPACITY

Liquid funds available for equity and closing costs (range or "over \$X"):

Evidence available on request (bank letter, third-party verification):

FINANCING PLAN

Primary financing (SBA 7(a), conventional, cash, seller financing):

Lender conversations to date:

Open to a seller note? Standby?:

Partners or investors (if any):

BACKGROUND

Current or most recent role:

Years of management or operating experience:

Two or three relevant accomplishments:

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Industry experience relevant to your targets:

OWNERSHIP PLAN

Role after closing (owner-operator, semi-absentee, with GM):

Plan for key employees:

Seller transition you expect:

TIMELINE

Search stage:

Target time to LOI:

Target time to close:

CHECK BEFORE SHARING

- ☐ Price range is consistent with your capital and financing plan
- ☐ Earnings range uses the right metric (SDE or EBITDA)
- ☐ Same name and numbers as your NDA and future LOI
- ☐ No exact balances or account numbers

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- buyerpass.com/blog/verified-business-buyer