

# Seller Business Consultation

Name of Business:

Name of Legal Entity:

Name of all Owners of the Entity:

Address of businesses:

Website:

Lease Term:

Monthly base rent:

With triple net (NNN):

Sq ft of business:

What is the average electric bill?

How many stations/treatment rooms?

How many workers?

How are the workers paid? (w2, 1099):

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Please list all of the workers positions and how much each is paid:

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What are the popular Services and how much are each?

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What is the Retail/ backbar inventory brands and how much do you own?

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How much is the used assets worth (furniture, fixtures, & equipment?)

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How many customers names, email and numbers are in your database?

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What Software does the business use?: \_\_\_\_\_

What kind of Marketing does the business do?

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Does the business have a net Profit or Loss? : \_\_\_\_\_

How much did the business net last year? : \_\_\_\_\_

Does the business have debt or unpaid invoices? : \_\_\_\_\_

If yes, explain:

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Are there any lawsuits, tax liens, or bankruptcies against the business?

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What is your desired List price? : \_\_\_\_\_

How long will you agree to stay to transition the new buyer?

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Are you planning on staying in the industry? : \_\_\_\_\_

How much of the revenue is contributed by the owners services?

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Reason for sale: \_\_\_\_\_

What details about the business stand out from competitors?

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