

Center For Family-Owned Business, Inc.

Please Print this Form, Complete it, and Fax To 717-290-8136 in order to receive a Complete Offering of Memorandum on one or more of our businesses for sale.

CFOB BUYER PROFILE

In order to release confidential information the Buyer Profile must be completed and signed. YOU CAN BE ASSURED THE INFORMATION WILL BE REVIEWED IN CONFIDENCE AND WILL NOT BE USED FOR ANY PURPOSE OTHER THAN AS A BUSINESS ACQUISITION CANDIDATE.

SECTION I.

Name: _____
Residence _____
Address: _____
City/State/Zip: _____
Residence Phone: _____

Company Name: _____
Business _____
Address: _____
City/State/Zip: _____
Business Phone: _____

SECTION II. Type of Business (Check box for all that apply)

- | | |
|---|--|
| <input type="checkbox"/> 01 AGRICULTURE: Crops | <input type="checkbox"/> 42 TRANSPORTATION: Trucking and Warehousing |
| <input type="checkbox"/> 02 AGRICULTURE: Livestock | <input type="checkbox"/> 44 TRANSPORTATION: Air <input type="checkbox"/> 45: Water |
| <input type="checkbox"/> 07 AGRICULTURE: Services | <input type="checkbox"/> 47 TRANSPORTATION: Services |
| <input type="checkbox"/> 08 AGRICULTURE: Forestry | <input type="checkbox"/> 48 TRANSPORTATION: Communication |
|
 | |
| <input type="checkbox"/> 10 MINING: Metal Mining | <input type="checkbox"/> 50 WHOLESALE: Durable Goods |
| <input type="checkbox"/> 11 MINING: Anthracite Mining | <input type="checkbox"/> 51 WHOLESALE: Nondurable Goods |
| <input type="checkbox"/> 12 MINING: Bituminous Coal & Lignite Mining | |
| <input type="checkbox"/> 13 MINING: Oil and Gas Extraction | <input type="checkbox"/> 52 RETAIL: Building, Materials & Garden Supplies |
| <input type="checkbox"/> 14 MINING: Nonmetallic Minerals, except Fuels | <input type="checkbox"/> 53 RETAIL: General Merchandise Stores |
| | <input type="checkbox"/> 54 RETAIL: Food Stores |
| <input type="checkbox"/> 15 CONSTRUCTION: General Building Contractors | <input type="checkbox"/> 55 RETAIL: Automotive Dealers & Service Stations |
| <input type="checkbox"/> 16 CONSTRUCTION: Heavy Construction Contractors | <input type="checkbox"/> 56 RETAIL: Apparel & Accessory Stores |
| <input type="checkbox"/> 17 CONSTRUCTION: Special Trade Contractors | <input type="checkbox"/> 57 RETAIL: Furniture & Home Furnishing Store |
| | <input type="checkbox"/> 58 RETAIL: Eating & Drinking Places |
| <input type="checkbox"/> 20 MANUFACTURING: Food & Kindred Prod. | <input type="checkbox"/> 59 RETAIL: Miscellaneous Retail |
| <input type="checkbox"/> 21 MANUFACTURING: Tobacco Manufacturers | |
| <input type="checkbox"/> 22 MANUFACTURING: Textile Mill Products | <input type="checkbox"/> 60 FINANCE: Banking |
| <input type="checkbox"/> 23 MANUFACTURING: Apparel & Other Textile Products | <input type="checkbox"/> 61 FINANCE: Credit Agencies |
| <input type="checkbox"/> 24 MANUFACTURING: Lumber & Wood Prod. | <input type="checkbox"/> 62 FINANCE: Security, Comm. Brokers |
| <input type="checkbox"/> 25 MANUFACTURING: Furniture & Fixtures | <input type="checkbox"/> 63 FINANCE: Insurance Carriers |
| <input type="checkbox"/> 26 MANUFACTURING: Paper & Allied Products | <input type="checkbox"/> 64 FINANCE: Insurance Agents, Brokers & Services |
| <input type="checkbox"/> 27 MANUFACTURING: Printing & Publishing | <input type="checkbox"/> 65 FINANCE: Real Estate |
| <input type="checkbox"/> 28 MANUFACTURING: Chemicals & Allied Products | <input type="checkbox"/> 66 FINANCE: Combined Real Estate, Insurance |
| <input type="checkbox"/> 29 MANUFACTURING: Petroleum & Coal Prod. | <input type="checkbox"/> 67 FINANCE: Holding & Other Investment Offices |
| <input type="checkbox"/> 30 MANUFACTURING: Rubber & Misc. Plastic | |
| <input type="checkbox"/> 31 MANUFACTURING: Leather & Leather Prod. | <input type="checkbox"/> 70 SERVICES: Hotels & other Lodging Places |
| <input type="checkbox"/> 32 MANUFACTURING: Stone, Clay & Glass Products | <input type="checkbox"/> 72 SERVICES: Personal Services |
| <input type="checkbox"/> 33 MANUFACTURING: Primary Metal products | <input type="checkbox"/> 73 SERVICES: Business Services |
| <input type="checkbox"/> 34 MANUFACTURING: Fabricated Metal Prod. | <input type="checkbox"/> 75 SERVICES: Auto Repair, Services & Garage |
| <input type="checkbox"/> 35 MANUFACTURING: Machinery, except Electrical | <input type="checkbox"/> 76 SERVICES: Misc. Repair Services |
| <input type="checkbox"/> 36 MANUFACTURING: Electric & Electronic Components | <input type="checkbox"/> 78 SERVICES: Motion Pictures |
| <input type="checkbox"/> 37 MANUFACTURING: Transportation Equip. | <input type="checkbox"/> 79 SERVICES: Amusement and Recreation Services |
| <input type="checkbox"/> 38 MANUFACTURING: Instruments & Related Products | <input type="checkbox"/> 80 SERVICES: Health Services |
| <input type="checkbox"/> 39 MANUFACTURING: Misc. Manufacturing Industries | <input type="checkbox"/> 81 SERVICES: Legal Services |
| | <input type="checkbox"/> 82 SERVICES: Educational Services |
| | <input type="checkbox"/> 83 SERVICES: Social Services |
| | <input type="checkbox"/> 84 SERVICES: Museums, Botanical & Zoology, Gardens |
| | <input type="checkbox"/> 86 SERVICES: Membership Organizations |
| | <input type="checkbox"/> 88 SERVICES: Private Households |
| | <input type="checkbox"/> 89 SERVICES: Misc. Services |

SECTION III. Location (Check one)

PA DE MD NJ OH NY OTHER__

Proximity To: (35 Mile Radius)

Pennsylvania:

<input type="checkbox"/> Allentown - Bethlehem	<input type="checkbox"/> Hazleton - Poconos	<input type="checkbox"/> Pottsville	<input type="checkbox"/> West Chester
<input type="checkbox"/> Carlisle	<input type="checkbox"/> Lancaster	<input type="checkbox"/> Reading	<input type="checkbox"/> Williamsport
<input type="checkbox"/> Chambersburg	<input type="checkbox"/> Lebanon	<input type="checkbox"/> Scranton - Wilkes Barre	<input type="checkbox"/> York
<input type="checkbox"/> Doylestown	<input type="checkbox"/> Lewistown	<input type="checkbox"/> Sunbury	<input type="checkbox"/> Other _____
<input type="checkbox"/> Harrisburg	<input type="checkbox"/> Philadelphia	<input type="checkbox"/> Valley Forge	

New Jersey:

<input type="checkbox"/> Asbury Park	<input type="checkbox"/> Flemington	<input type="checkbox"/> Newark	<input type="checkbox"/> Toms River
<input type="checkbox"/> Atlantic City	<input type="checkbox"/> Millville	<input type="checkbox"/> Patterson	<input type="checkbox"/> Trenton
<input type="checkbox"/> Cape May	<input type="checkbox"/> Morristown	<input type="checkbox"/> Plainfield	<input type="checkbox"/> Vineland
<input type="checkbox"/> Cherry Hill	<input type="checkbox"/> New Brunswick	<input type="checkbox"/> Princeton	<input type="checkbox"/> Other _____

Delaware:

<input type="checkbox"/> Dover	<input type="checkbox"/> Milford	<input type="checkbox"/> Wilmington
<input type="checkbox"/> Lewes	<input type="checkbox"/> Rehobeth	<input type="checkbox"/> Other _____

Maryland:

<input type="checkbox"/> Aberdeen	<input type="checkbox"/> Cambridge	<input type="checkbox"/> Hagerstown	<input type="checkbox"/> Princess Ann
<input type="checkbox"/> Annapolis	<input type="checkbox"/> Easton	<input type="checkbox"/> Lanham	<input type="checkbox"/> Rockville
<input type="checkbox"/> Baltimore	<input type="checkbox"/> Frederick	<input type="checkbox"/> Ocean City	<input type="checkbox"/> Salisbury
			<input type="checkbox"/> Other _____

SECTION IV. Price (Check one)

<input type="checkbox"/> Under 100,000	<input type="checkbox"/> 200,000 - 350,000	<input type="checkbox"/> 500,000 - 750,000	<input type="checkbox"/> 1M - 3M	<input type="checkbox"/> 5M - 10M
<input type="checkbox"/> 100,000 - 200,000	<input type="checkbox"/> 350,000 - 500,000	<input type="checkbox"/> 750,000 - 1M	<input type="checkbox"/> 3M - 5M	<input type="checkbox"/> 10M ++

SECTION V. Personal Information

1. Have you ever owned a business before? _____ When? _____ Type ___ Annual Sales _____
2. Number of Employees _____
Do you still own this business? _____ Did you sell this business? _____ Selling Price _____
3. When do you want to purchase a business? _____
4. Are you purchasing for yourself? _____ For/With others? _____ (If others, provide joint information)
5. Are you planning on taking an active role in the management? _____
6. How much capital do you have available to invest in a business? _____
7. Are you a partner or office in any other venture? _____ If so, describe: _____

SECTION VI. Please furnish us with three references (Please print)

PERSONAL:

Relationship _____
Name _____
Address _____
City _____
State _____ Zip _____

PROFESSIONAL:

Company _____
Name _____
Address _____
City _____
State _____ Zip _____

BANKING:

Bank Name _____
Officer _____
Address _____
City _____
State _____ Zip _____

SECTION VII. Employment History (Attach a general resume with application)

SECTION VIII. Financial Statement (if purchaser is a corporation)

SECTION IX. Personal Financial Statement (if purchaser is not a corporation)

STATEMENT OF FINANCIAL CONDITION AS OF _____, _____,
(Month) (Year)

ASSETS (Do NOT include assets of doubtful value)	In Dollars Omit Cents	LIABILITIES	In Dollars Omit Cents
Cash, Checking and NOW Accounts		Amount payable to financial institutions - (Secured)	
Savings, Time Certificates of Deposit and Money Market Accounts		Amounts payable to financial institutions - (Unsecured)	
U. S. Gov't and Marketable Securities		Due to brokers	
Non-Marketable Securities		Amounts payable to others - (Secured)	
Securities held by brokers in margin accounts		Amounts payable to others - (Unsecured)	
Restricted or control stocks		Accounts and bills due	
Partial interest in Real Estate equities		Unpaid income taxes	
Real Estate owned		Other unpaid taxes and interests	
Loans receivables		Real Estate mortgages payable	
Automobiles and other personal property		Pledged assets	
Cash value of life insurance		Other debts (Itemize)	
Business interests			
Other assets (Itemize)			
		TOTAL LIABILITIES	
		NET WORTH	
TOTAL ASSETS		TOTAL LIABILITIES AND NET WORTH	
SOURCES OF INCOME FOR YEAR ENDED _____ ,		***Note:	
Salary, bonuses and commissions		If purchaser is a corporation, please indicate.	
Dividends		Net Worth	
Real estate income		Cash available for Acquisition	
TOTAL			

By affixing my signature, I verify that the above information is factual and true. I understand that a business offering memorandum may be sent to me. I acknowledge that I will not disclose nor use the information contained in the Business Offering Memorandum for any purpose other than making a decision regarding a business acquisition. I also understand that the information is compiled directly from the owner and I am hereby advised to perform my own due-diligence.

Signed _____

Date _____