

# Buyer Management

## **Confidentiality Agreements:**

Potential buyers are required to sign a Confidentiality Agreement before we disclose the identity of your business.

## **Buyer Screening:**

Buyers are required to complete our Confidential Buyer Profile and financial statement prior to receiving details about your business. This profile provides the buyer's background, employment history and financial situation.

## **Controlling Flow of Information:**

Different buyers request different levels of detail at different times. We provide only enough information for the buyer to get into the position of a possible offer. Full due diligence will only be allowed after the buyer has made an offer and the seller has agreed to the terms of the offer.

## **Buyer – Seller Meetings:**

As soon as the buyer has determined he has a serious interest in your business, we will arrange a buyer-seller meeting to discuss the general operations of the business. The price of the business is never discussed face-to-face and all offers must be in writing.