

The many steps to buy a business

Assess Your Qualifications	Search For the Best Business	Make a Deal	Close the Deal
Learn and understand the Buying Process ↓	Identify Business Interest Retail – Service — Manufacturing – Food ↓	Meet Seller ↓	Start Due Diligence ↓
Determine your down payment & borrowing ability ↓	What are your qualifications for a specific Business ↓	Tour Business ↓	Qualify for financing if needed ↓
Determine your Business Experience ↓	Review Blind Business Summary ↓	Do Gut Check – Analyze your interest level ↓	Complete check of “Books and Records” ↓
Identify Licensing Requirements ↓	Determine Interest ↓	Determine whether to Act – Offer to Purchase ↓	License Requirements franchise - liquor ↓
Understand Lifestyle changes ↓	Sign Confidentiality Agreement ↓	Create “Asset Purchase Agreement” - Offer ↓	Lease assignment or new lease ↓
Identify Geographic Location ↓	Review Confidential Business Information ↓	Negotiate if necessary – Counter Offers ↓	Title Company – Bulk Sale - Escrow ↓
			<i>Congratulations!!! You own a business!!!</i>