Buyer Inquiry Prescreening Checklist

Qualifying Question	Yes	Maybe	No
Is the buyer specifically interested in your business or market area?			
Does the buyer possess the necessary education, licenses, certifications, and experience to buy and own your business?			
Is the buyer interested in making a purchase within your timeframe?			
Is the buyer seeking a business of your size and in your price range?			
Does the buyer have the ability to meet your closing day payment expectations?			
Is the buyer qualified for an SBA or other third-party loan – or to meet your seller-financed loan qualifications if you plan to offer seller financing?			

Notes: