

# DOVETAIL BUSINESS ADVISORS, INC.

## REGISTRATION OF BUYER ACQUISITION CRITERIA

Our proven, targeted approach matches your specific business acquisition criteria to prospective business sellers. We have the ability to find a business, large or small, that fits your needs and dovetails with your strengths. Please complete the form and **fax it to our dedicated & confidential fax machine at (816) 318-9883**. Thank you!

### PERSONAL INFORMATION:

Name: \_\_\_\_\_ Company: \_\_\_\_\_  
Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Home Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Office: \_\_\_\_\_  
Mobile: \_\_\_\_\_ E-mail: \_\_\_\_\_  
How did you hear about Dovetail? \_\_\_\_\_

### HOSPITALITY

Lodging (70)       Restaurant (58)       Other \_\_\_\_\_

### MANUFACTURING

Apparel (23)       Chemicals (28)       Electronics (36)       Fabricated Metal (34)  
 Food (20)       Furniture (25)       Instruments (38)       Leather (31)  
 Lumber/Wood (24)       Machinery (35)       Paper (26)       Plastic (30)  
 Print & Publish (27)       Rubber (30)       Stone, Clay, Glass, Concrete (32)  
 Rubber Textile (22)       Transportation Equipment (37)  
 Other \_\_\_\_\_

### RETAIL

Apparel (56)       Auto Dealers (55)       Building, Garden & Hardware (52)  
 Food Stores (54)       Furniture (57)       General Merchandise (53)  
 Other \_\_\_\_\_

### SERVICE

Auto Repair (79)       Building Construction (15,16,17)       Business Services (73)  
 Entertainment (79)       Finance (60,61,62,67)       Insurance (63,64,66)  
 Health (80)       Personnel (72)       Trade Contractors (15)  
 Other \_\_\_\_\_

### TRANSPORTATION

Air (45)       Motor Freight (42)       Taxi/bus (41)       Transportation Services (47)  
 Other \_\_\_\_\_

### WHOLESALE

Wholesale trade, Durable (50)       Wholesale trade, Non-Durable (51)  
 Other \_\_\_\_\_

**OTHER (Describe):** \_\_\_\_\_

**LOCATION OF ACQUISITION:** \_\_\_\_\_

### REVENUE RANGE OF ACQUISITION:

Under \$250,000       \$250,000 to \$500,000       \$500,000 to \$1 MM       \$1 MM to 5 MM  
 \$5 MM to \$10MM       \$10 MM to \$20 MM       \$50 MM to \$100MM  
 Other: \_\_\_\_\_

**CASH AVAILABLE FOR DOWNPAYMENT:** \_\_\_\_\_

**OTHER CAPITAL AVAILABLE (Explain):** \_\_\_\_\_

- We wish to review only listings where the seller has agreed to pay your fee.
- We are interested in learning more about how Dovetail can help me search for companies not yet on the market.

This registration form is not intended to create a principal agent relationship between you and Dovetail Business Advisors, Inc. The sole purpose of this form is to provide information regarding your interest in an acquisition. You agree to engage professional representation and advisors, as you deem necessary and appropriate, in connection with a potential acquisition. You confirm that you have not engaged Dovetail to provide any such advice to you.

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Preferred Method of Contact:**     Telephone       Mobile       Mail       E-mail       Fax