THE BUYING PROCESS FLOW CHART

Phase I - Qualification Process Discuss lifestyle Prepare Prepare Examine your Evaluate your Identify Understand the financial changes with "business plan" personal buying process geographic business situation and risk family location and/or for business financial expertise industry tolerance search statement preference Phase II - Business Search Match specific Sign Non-Review **Review Offering** Search for Select Determine Memorandum disclosure available businesses with businesses to summary listing continuing businesses personal review agreement information interest a/k/a CBR qualifications I Phase III - Advance the Deal Negotiate the Sign Letter of Meet the Seller Discuss with Determine any Perform due Research the family, probe industry – past, licensing Intent (or diligence and tour the deal present, and requirements (pre-LOI) purchase business interest offer) future Phase IV - Work Toward Closing Prepare loan Make Purchase Arrange Resolve all Finalize Review final Close Offer request package financing issues and Purchase documents contingencies Agreement I

