



Murphy Merger & Acquisition Advisors



Acquisition Criteria

Your Contact Information

Your Acquisition Criteria

Type

The type of business I ideally want is:

The SIC or NAICS Code is: _____

Alternate SIC or NAICS Codes are: _____

Product Line:

Examples of product lines I would purchase are:

Murphy Business & Financial
800 W. Main Street, Suite 1460
Boise, ID 83702
208-286-2300 office 208-761-6255 mobile
s.spangler@murphybusiness.com
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Size	
Business Earnings	
Location	
Union	A union is _____ acceptable _____ unacceptable.
Ownership	The business should be a _____ closely held business _____ publicly traded company _____ a division of a larger company _____ any of the foregoing is acceptable
Business Strengths	Ideally, the business will possess the following strengths: _____ _____ _____ _____
Business Weaknesses	The business can have the following weaknesses: _____ _____ _____
Personnel Required	I need the business to employ competent personnel in the following areas: _____ _____ _____

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Image	<p>The business should have the following image:</p> <hr/> <hr/> <hr/>
Owner	<p>I need a ___ month(s) transition-training period from the present owner.</p> <p>It is ___ desirable ___ undesirable to retain the present owner beyond the transition period.</p>
Management	<p>It is ___ desirable ___ undesirable to retain senior management.</p>
Occupancy	<p>The business should ___ own ___ rent the premises it occupies.</p>
Fixed Assets	
Growth Potential	<p>The opportunity to grow the business by ___% per year should exist.</p>
Exit Strategy	<p>I plan to exit this business in ___ years by:</p> <hr/> <hr/> <hr/> <hr/>
Acceptable Price & Terms	<p>Acceptable price is between ___ and ___ times EBITDA.</p> <p>Describe acceptable terms:</p> <hr/> <hr/> <hr/>

Define Acquisition Objectives

Strengths

The strengths of my present business are:

My personal strengths are:

Tasks I am good at doing are:

Weaknesses

The weaknesses of my present business are:

My personal weaknesses are:

Tasks I am not good at doing are:

Tasks I do not like doing are:

Where do you want the acquired business to be positioned in

Short & Long
Term Objectives

One Year:

Three Years:

Five Years:

What are your personal income requirements now?

What do you expect your personal income requirements to be in

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	One Year:
	Three Years:
	Five Years:

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Acquisition Target Grading Form

Company Name _____

Meeting Date _____

Grade Each Acquisition Criteria on a Scale of 1 - 10

Weight 1 to 5	Acquisition Criteria Match	Grade Each Acquisition Criteria on a Scale of 1 - 10										Weighted Score
		Low		Medium				High				
		1	2	3	4	5	6	7	8	9	10	
	Type Business	1	2	3	4	5	6	7	8	9	10	
	Size	1	2	3	4	5	6	7	8	9	10	
	Earnings	1	2	3	4	5	6	7	8	9	10	
	Location	1	2	3	4	5	6	7	8	9	10	
	Desired Strengths	1	2	3	4	5	6	7	8	9	10	
	Permissible Weaknesses	1	2	3	4	5	6	7	8	9	10	
	Personnel Required	1	2	3	4	5	6	7	8	9	10	
	Image	1	2	3	4	5	6	7	8	9	10	
	Owner Employment	1	2	3	4	5	6	7	8	9	10	
_____	Management	1	2	3	4	5	6	7	8	9	10	_____
_____	• General & Administration	1	2	3	4	5	6	7	8	9	10	_____
_____	• Accounting & Financial	1	2	3	4	5	6	7	8	9	10	_____
_____	• Sales & Marketing	1	2	3	4	5	6	7	8	9	10	_____
_____	• Operations	1	2	3	4	5	6	7	8	9	10	_____
_____	• Quality	1	2	3	4	5	6	7	8	9	10	_____
_____	• Other	1	2	3	4	5	6	7	8	9	10	_____
	Real Estate	1	2	3	4	5	6	7	8	9	10	
	Fixed Assets	1	2	3	4	5	6	7	8	9	10	
	Exit Strategy	1	2	3	4	5	6	7	8	9	10	
<-----Totals----->												

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Total Weighted Score/Total Weight = Weighted Average _____;

Sum of 5's _____ + Sum of 4's _____ = Total 5's + 4's = _____.

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