**APPLICATION  
Partners in Business Acquisition [PIBA]**

Please fill out the following application forPIBA participation. Once you have completed all of the information requested, save the document and email it to:[**piba@bizarfinancing.com**](mailto:piba@bizarfinancing.com) to complete the application process.

Questions about any aspect of this application can be discussed during a 40 minute interview granted to those applicants whose applications have been preliminarily accepted.

If you are unsure of how you would like to answer a particular question, do your best to answer it as fully as you can now and note that you would like to discuss it further in your personal interview.

Typing in your information to some questions will extend the length of this document. Feel free to make your answers as short or long as you deem appropriate.

**1. Contact Information**

1. Legal Name:
2. Preferred or Nick Name:
3. City & State:
4. Best contact phone number(s) with best contact time(s):
5. Best email address:
6. Best texting cell phone number:
7. LinkedIn business profile link, if available:
8. Facebook business profile link, if available:

**2. Choose ONE. How many years have you been...**

1. A business owner? < 1 1-3 4-7 7-10 10-20 >20
2. Trying to buy a business? < 1 1-3 4-7 7-10 10-20 >20
3. Interested to own a business? < 1 1-3 4-7 7-10 10-20 >20

**3. If you currently own a business, please identify checking all those that apply and complete the additional information requested.**

Mining Farming/Ranching Manufacturing Distribution Retail Service

eCommerce Brick & Mortar Homebased Owned facility Rented Facility

1. Your Industry:
2. Number of employees: 1-3 4-10 11-20 21-49 50-99 100 or more
3. Gross annual sales: < $500k $500k-1M $1M-5M $5M-20M >$20
4. Annual EBITDA: < $150k $150-500k $500k-1M $1M-5M >$5M

**4. Have you ever acquired a business before?**

a. Yes. How would you describe the experience?

b. No. Why are you motivated to do so now?

**5. Which of the following do you want to accomplish in your PIBA program? Explain your reason for each choice.**

a. Roll up businesses around my existing business

b. Roll up businesses around a new business acquisition target

c. Buy a business that I will operate

d. Buy a business through a Buildup Buy-In that I will convert to full ownership

e. Buy a business through a Buildup Buy-In that I will remain a minority partner

f. The above choices are interesting, but what I really want to do is:

**6. What industries and businesses would you like to target for acquisition? Complete information requested for each niche choice.**

Name of Industry Niche 1:

a. Number of employees: 1-3 4-10 11-20 21-49 50-99 100 or more

b. Gross annual sales: < $500k $500k-1M $1M-5M $5M-20M >$20M  
 c. Annual EBITDA: < $150k $150-500k $500k-1M $1M-5M >$5M

d. Footprint: Local Statewide Regional National Global

e. Experience in field:

f. Reason for targeting:

Name of Industry Niche 2:

a. Number of employees: 1-3 4-10 11-20 21-49 50-99 100 or more

b. Gross annual sales: < $500k $500k-1M $1M-5M $5M-20M >$20M  
 c. Annual EBITDA: < $150k $150-500k $500k-1M $1M-5M >$5M

d. Footprint: Local Statewide Regional National Global

e. Experience in field:

f. Reason for targeting:

**7. Briefly describe a business or non-business experience from your past where you exhibited leadership qualities leading to a successful outcome.**

**8. Is it your intention to participate in day-to-day operations & management of the business you acquire?**

Yes No If no, why?

**9. What would PIBA success look like for you? Please explain.**

**10. On a scale of 1 to 10, with 10 being the highest, how important is establishing yourself in a business?**

a.    To you: 1 2 3 4 5 6 7 8 9 10  
 b.   To your family: 1 2 3 4 5 6 7 8 9 10

**11. On a scale of 1 to 10, with 10 being the highest, how committed are you to acquiring a business?** 1 2 3 4 5 6 7 8 9 10

**12. On a scale of 1 to 10, with 10 being the highest, how committed are you to start right now?**   
 1 2 3 4 5 6 7 8 9 10  
**13. Indicate how much time you can commit to PIBA activities & implementation strategies to accomplish the business acquisition goals you identified in question #5 and #9. Choose one (1) of a, b, c, d or e and complete the information requested.**

a.    Full time effort  
 b.   Part time effort - e.g., evenings and weekends; 2 days a week

Evenings Weekends Lunch Breaks

Days/Week: 1 2 3 4 5 6 7

c.    Blocks of time daily. Describe.   
 d.   Blocks of time - scheduled weeks or month. Describe.  
 e.   Sporadic and varied time slots. Describe.

**14.   Have you set aside capital investment funds to support business acquisition goals you identified in question #5 and #9? Choose one.**

a.    Sufficient  
 b.   Partly sufficient  
 c.    No funds set aside

**15. On a scale of 1 to 10, with 10 being the highest, please rate yourself with respect to each of the following.**

a.    Communication skills

i. Oral

1 2 3 4 5 6 7 8 9 10

ii. Written

1 2 3 4 5 6 7 8 9 10

b.   Resilience

1 2 3 4 5 6 7 8 9 10

c. Integrity

1 2 3 4 5 6 7 8 9 10

d. Tenacity

1 2 3 4 5 6 7 8 9 10

e. Resourcefulness

1 2 3 4 5 6 7 8 9 10

f. Loyalty

1 2 3 4 5 6 7 8 9 10

g. Leadership  
 1 2 3 4 5 6 7 8 9 10

g. Persuasiveness  
 1 2 3 4 5 6 7 8 9 10

**16. What are your most and second most important questions you will want Gordon to answer during your personal interview.**

a.    Most important:

b. Second most important:

**Thank you.**

**>>> Save this completed document and email it to:** [**piba@bizarfinancing.com**](mailto:piba@bizarfinancing.com)