**Partners in Business Acquisition [PIBA]**

Which Program are you applying for? [ ]  PIBA Elite Mentoring or [ ]  PIBA Gold

Please fill out the following application for PIBA participation. Once completed, save this document, and email it to piba@bizarfinancing.com to complete the application process. If you have any questions about the application, they can be discussed during a 40-minute interview granted to applicants whose applications have been preliminarily accepted. If you are unsure about any particular question, provide your best answer and indicate that you would like to discuss it further during the 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.

Please attach your most comprehensive resume or CV to the application for submission.

# **SECTION 1: Contact Information**

 Legal Name:

 Preferred or Nick Name:

 City & State:

 Best contact phone number(s) with best contact time(s):

 Best email address:

 Best texting mobile phone number:

 LinkedIn business profile link, if available:

 Facebook business profile link, if available:

# **SECTION 2: Business Experience**

**1. 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

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

**3. If you currently own a business, please identify by checking all those that apply and complete the additional information requested. If you own more than one business, please supply the information regarding your predominant business.**

[ ] Mining [ ] Farming/Ranching [ ] Manufacturing [ ] Distribution [ ] Retail [ ] Service

[ ] eCommerce [ ] Brick & Mortar [ ] Homebased [ ] Owned facility [ ] Rented Facility

1. Your Industry:
2. Number of employees: [ ] 1-5 [ ] 6-25 [ ] 26-49 [ ] 50-100 [ ] 101-500 [ ] >500
3. Gross annual sales: [ ] < $1M [ ] $1M-3M [ ] $3M-10M [ ] $10M-25M [ ] $25-60 [ ] >$60
4. Annual EBITDA: [ ] < $500k [ ] $500k-1M [ ] $1M-3M [ ] $3M-10M [ ] $10M-20M [ ] >$20M

# **SECTION 3: Acquisition Experience**

**1. 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?

# **SECTION 4. Core Competencies and Skill Sets**

**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

h. Drive [ ] 1 [ ] 2 [ ] 3 [x] 4 [ ] 5 [ ] 6 [ ] 7 [ ] 8 [ ] 9 [ ] 10

# **SECTION 5: Availability of Resources**

**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

# **SECTION 6: Target Industries for Acquisition**

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

[ ] **Name of Industry Niche 1:**

 a. Number of employees: [ ] <50 [ ] 50-100 [ ] 100-250 [ ] 250-500 [ ] 500-1000 [ ] >1000

 b. Gross annual sales: [ ] <$25M [ ] $25M-60M [ ] $60M-150M [ ] $150M-250M [ ] >$250M

 c. Annual EBITDA: [ ] < $3M [ ] $3M-9M [ ] $5M-22.5M [ ] $22.5M-37.5M [ ] >$37.5M

 d. Footprint: [ ] Local [ ] Statewide [ ] Regional [ ] National [ ] Global

 e. How far from the city in which you now live can we target a business acquisition
 [ ]  Only within a radius of: [ ] 25, [ ] 50, [ ] 75, [ ] 100, [ ] 125, or [ ] 150 miles from my home.
 [ ]  Anywhere within the state in which I live subject to the following limitations:
 [ ]  In any of the following states:
 [ ]  Anywhere in the 48 contiguous states [ ]  Plus Alaska [ ]  Plus Hawaii
 f. Experience in field:

 g. Reason for targeting:

[ ] **Name of Industry Niche 2:**

 a. Number of employees: [ ] <50 [ ] 50-100 [ ] 100-250 [ ] 250-500 [ ] 500-1000 [ ] >1000

 b. Gross annual sales: [ ] <$20M [ ] $20M-60M [ ] $60M-150M [ ] $150M-250M [ ] >$250M
 c. Annual EBITDA: [ ] < $3M [ ] $3M-9M [ ] $5M-22.5M [ ] $22.5M-37.5M [ ] >$37.5M

 d. Footprint: [ ] Local [ ] Statewide [ ] Regional [ ] National [ ] Global

 e. How far from the city in which you now live can we target a business acquisition
 [ ]  Only a \_\_\_\_\_\_ mile radius of the city in or near which I live
 [ ]  Anywhere within the state in which I live subject to the following limitations:
 [ ]  In any of the following states:
 [ ]  Anywhere in the 48 contiguous states [ ]  Alaska [ ]  Hawaii
 [ ]  In any of the following countries:

 f. Experience in field:

 g. Reason for targeting:

# **SECTION 7: PIBA Program Participation and Goals**

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

 a. [ ] Buy a business that I will operate and grow:

 b. [ ] Buy a business that has a great management team that does not need me day-to-day:

 c. [ ] Roll up similar businesses around my existing business:

 d. [ ] Roll up similar businesses around a new business acquisition target:

 e. [ ] Buy businesses that are synergistic to supplement my existing business:

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

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

 [ ] Yes [ ] No If no, why?

**3. What is your primary reason for applying to Partners in Business Application?**

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

# **SECTION 8: Commitment**

**1. 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

**2. 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

**3. On a scale of 1 to 10, with 10 being the highest, how committed are you to starting right now?**
 [ ] 1 [ ] 2 [ ] 3 [ ] 4 [ ] 5 [ ] 6 [ ] 7 [ ] 8 [ ] 9 [ ] 10
**4. 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 starting date:
 b.   [ ] Part time effort starting date:

Days & times available [ ] Early Mornings [ ] Lunch Breaks [ ] Evenings [ ] Weekends Weekday availability [ ] Mon [ ] Tue [ ] Wed [ ] Thu [ ] Fri

 c.    [ ] Dedicated blocks of time daily. Describe:
 d.   [ ] Scheduled blocks of time - scheduled days, weeks or month. Describe:
 e.   [ ] Sporadic and varied time slots. Describe:

# **SECTION 9: Tier Selection**

**1. PIBA addresses the size of your target acquisition according to tiers as shown on the** [**Bizar Financing™ website**](https://bizarfinancing.com/what-we-do/training/partners-in-business-acquisitionpiba/) **under the heading FEES AND EQUITY PARTICIPATION. The revenue and EBITDA size of the business you and PIBA will pursue together is determined by the tier you select below:**

Tier 1: [ ]  Revenue up to $25M or EBITDA up to $3M.

Tier 2: [ ]  Revenue up to $60M or EBITDA up to $7.25M.

Tier 3: [ ]  Revenue up to $150M or EBITDA up to $18M.

Tier 4: [ ]  Revenue up to $250M or EBITDA up to $30M.

Tier 5: [ ]  Revenue up to $350M or EBITDA up to $42M.

Tier 6: [ ]  Revenue up to $500M or EBITDA up to $60M.

Custom: [ ]  Revenue over $500M or EBITDA over $60M.

# **SECTION 10: Agreement**

[ ] **By submitting this application I acknowledge** that I have read and understand the description of the PIBA programs on bizarfinancing.com available to me through the following hyperlink - <https://bizarfinancing.com/what-we-do/training/partners-in-business-acquisitionpiba/>
and agree, if I am accepted, to its terms and conditions.

# **SECTION 11: Remaining Questions or Concerns**

**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 a copy to:** **piba@bizarfinancing.com**

You will receive an email, text, or phone call within the next 2 or 3 business days to set an online meeting with Gordon Bizar. At that time he will answer any remaining questions and move your onboarding process forward.

After this online meeting, our goal is to exceed your expectations. We want you as a raving fan of Bizar Financing™ and PIBA.