



BUYER'S ACKNOWLEDGMENT OF INTRODUCTION AND CONFIDENTIALITY AGREEMENT

The undersigned, individually and on behalf of any affiliated prospective buyer, acknowledges being first introduced to the business identified herein by _____ (Broker"). The undersigned

requests information relating to the following business: _____

("Business"). Such information shall be provided to the undersigned for the sole purpose of entering into discussions with Seller ("Seller") of said Business for the possible purchase by the undersigned of all or part of the stock or assets of the Business. As used herein, the term Buyer ("Buyer") applies to the undersigned and any partnership, corporation, individual, or other entity with which the undersigned is affiliated. The undersigned agrees as follows:

1. NON-DISCLOSURE OF INFORMATION: The undersigned acknowledges that Seller desires to maintain the confidentiality of the information disclosed. The undersigned agrees with Broker not to disclose or permit access to any Confidential Information without the prior written consent of Seller, to anyone other than Buyer's employees, legal counsel, accountants, lenders or other agents or advisors to whom disclosure or access is necessary for Buyer to evaluate the Business. Disclosure of Confidential Information shall be made to these parties only in connection with the potential acquisition of the Business, and then only if these parties understand and agree to maintain the confidentiality of such Confidential Information. The undersigned shall be responsible for any breach of this Agreement by these parties, and neither Buyer nor these parties shall use or permit the use of Confidential Information in any manner whatsoever, except as may be required for Buyer to evaluate the Business or as may be required by legal process. If the Buyer does not purchase the Business, Buyer, at the close of negotiations, will destroy or return to Broker (at Broker's option) all information provided to Buyer and will not retain any copy, reproduction, or record thereof.

2. DEFINITION OF "CONFIDENTIAL INFORMATION": The term "Confidential Information" shall mean all information, including the fact that the Business is for sale, all financial, production, marketing and pricing information, business methods, business manuals, manufacturing procedures, correspondence, processes, data, contracts, customer lists, employee lists and any other information whether written, oral or otherwise made know to Buyer: (a) from any inspection, examination, or other review of the books, records, assets, liabilities, processes, or production methods of Seller; (b) from communication with Seller or its directors, officers, employees, agents, suppliers, customers or representatives; (c) during visits to Seller's premises, or (d) through disclosure or discovery in any other manner. However, Confidential Information does not include any information which is readily available and known to the public.

3. DISCLAIMER OF BROKER'S LIABILITY AND BUYER'S RESPONSIBILITY: When business brokers take a business to market they receive information about the business from the seller, usually including but not limited to tax returns, financial statements, equipment lists and facilities leases. Based on information provided by the Seller, brokers often prepare a summary description of the business which may include a cash flow projection, an adjusted income statement, or a seller discretionary cash flow statement. Buyer understands that the Broker does not audit or verify any information given to Broker or make any warranty or representation as to its accuracy or completeness, nor in any way guarantee future business performance. Buyer is solely responsible to examine and investigate the business, its assets, liabilities, financial statements, tax returns, and any other facts which might influence Buyer's decision to purchase or the price Buyer is willing to pay. Any decision by Buyer to purchase the Business shall be based solely on Buyer's own investigation and that of Buyer's legal, tax and other advisors. **Broker urges Buyer to obtain independent legal and tax counsel.**

4. NON-CIRCUMVENTION AGREEMENT: The Seller has entered into an agreement providing that Seller shall pay a fee to listing broker if during the term of that agreement or up to twenty-four months thereafter, the Business is transferred to a buyer introduced by listing broker or a cooperating broker. Buyer shall conduct all inquiries into and discussions about the Business solely through Broker and shall not directly contact the Seller or the Seller's representatives. Should Buyer purchase all or part of the stock or assets of Business, acquire any interest in, or become affiliated in any capacity with Business without Broker's participation, or in any way interfere with Brokers' right to a fee, Buyer shall be liable to listing broker or cooperating broker for such a fee and any other damages including reasonable attorney's fees and costs.

5. FURTHER TERMS: Neither Buyer nor Buyer's agents will contact Seller's employees, customers, landlords or suppliers without Seller's consent. For three years, Buyer shall not directly or indirectly solicit for employment any employees of Seller. Broker may act as a dual agent representing both Buyer and Seller. Seller is specifically intended to be a beneficiary of the duties and obligations of this Agreement and may prosecute any action at law or in equity necessary to enforce its terms and conditions as though a party hereto. Seller may assign this Agreement to any new ownership of Business. This Agreement can only be modified in writing, signed by both Broker and Buyer. Waiver of any breach of this Agreement shall not be a waiver of any subsequent breach. This Agreement supersedes all prior understandings or agreements between the parties with respect to its subject matter. This Agreement shall be construed under and governed by the laws of the State of California. If Buyer is a corporation, partnership, or other such entity, the undersigned executes this Agreement on behalf of Buyer and warrants that he/she is duly authorized to do so. **Buyer acknowledges receipt of a fully completed copy of this Agreement.**

Signature Date

Name (Please Print) Title

Company

Business Telephone Fax

Street Address

Home Telephone

City, State, Zip

Broker/Agent (Please Print) Date



ACACIA GROUP, INC.

BUSINESS SALES - BUSINESS CONSULTING - MERGERS & ACQUISITIONS

Serving companies with \$500,000 - \$20 million in revenue

BUYER PROFILE: *(Will help us find an appropriate business Opportunity for you)*

Name: _____ Spouse's Name: _____

Mailing Address: _____ City: _____ State: _____ Zip: _____

Home Address: _____ City: _____ State: _____ Zip: _____

Own: Rent:

US Citizen: Yes No

Spouse US Citizen: Yes No

If not a US Citizen, please specify Visa Status: _____

Home Phone: _____ Work Phone: _____ **Email:** _____

Cell Phone: _____ (Preferred contact: Home Office Cell ; AM: DAY: Evening

Current Business or Employer: _____ How Long? _____

Business Address: _____ City: _____ State: _____ Zip: _____

Type of Work: _____ Annual Income: _____

Previous Business Experience: _____

Education: _____

Other special education or training: _____

Significant work experiences: _____

What ad (or other source) brought you to our office: _____

What is your motivation for buying a business? _____

How long have you been looking for a business? _____

Type of Businesses preferred: _____

Type of businesses in which you are not interested: _____

Who will assist you in operating the business? _____

Location Preferences: _____ Maximum Commute: Distance: _____ Time: _____



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Serving companies with \$500,000 - \$20 million in revenue

Who besides you will be making the decision? _____

What type of business have you considered?

1. _____ 2. _____ 3. _____ 4. _____

What did you not like about these businesses? _____

What did you like about these businesses? _____

In order of preference what type of business are you looking for?

- 1. _____
- 2. _____
- 3. _____

What are the three most important things for a business that you would consider?

- 1. _____
- 2. _____
- 3. _____

Minimum Annual Income Required? _____ (To replace your current job)

How do you plan to finance this purchase? _____

Who will assist you with the financing? _____

Would you work in the business?: FULL TIME: PART TIME:

How much do you have available to invest in this venture now? _____

In what form are these funds: Cash Savings Accounts CDs: Stocks: Real Property

Do you have additional sources of investment capital? Yes No

If yes, please explain: _____

Desired Annual income from the new business: _____

Any additional information that you think may help us locate a desirable business opportunity for you?

How soon do you wish to purchase a business? _____

Do you agree that if you were to make an offer on any business represented by the Broker, you will authorize the Owner of that business to conduct whatever investigation is necessary to approve your offer, including getting a credit report on you if necessary?

I agree: (Without your agreement, no information can be disclosed to you).



FINANCIAL INFORMATION

(If you have a prepared financial statement, then please attach it instead)

ASSETS		LIABILITIES	
Cash in checking account		Notes payable to banks	
Cash in savings accounts		Notes payable to finance companies	
Stocks and bonds		Real estate indebtedness	
IRA's, retirement plans, 401K's		Automobile(s) indebtedness	
Cash surrender of life insurance		Amount owed on life insurance	
Real estate, home		Charge accounts	
Real estate, other		Credit Cards	
Automobile(s)		Taxes payable	
Your own business		Other liabilities (describe):	
Appraised collectibles			
Other Assets (Itemize)			
TOTAL ASSETS		TOTAL LIABILITIES	
NET WORTH (Total Assets minus Total Liabilities)			

Have you ever declared Bankruptcy? Yes No If yes, when: _____

Are you currently involved in litigation? Yes No If yes, please explain:

How is your Credit Rating? Excellent Good Fair Poor FICO Score? _____

Do you have a financial partner or any other personal source of investment capital? Yes No

If yes, please explain: _____

Do you have additional income sources? Yes If yes, please explain: _____

Income Expectations: After 1st year (i.e., second year): _____