

Example – Acquisition Criteria for Individuals #1

Acquisition Criteria for (Name)

Company Type:

Buyer is seeking to acquire a company in the manufacturing field (possibly distribution, in exceptional circumstances). Some product specialization is desirable, though not necessary.

Size:

Sales from \$2,000,000 to \$7,000,000 annually.
Book value: \$500,000 to \$3,000,000.

Profitability:

The candidate should show sustained profitability over the last five years with a similar outlook for the future. Turnarounds will be considered if the reasons for profit interruptions can be easily identified and remedied.

History:

Well established company. No start-ups or product lines.

Customers:

The company should have no single customer who has an unusually significant portion of the sales volume.

Location:

Cook, Lake and DuPage counties. An opportunity outside of Chicago that meets the other listed criteria will be considered.

Management:

It is desirable that some experienced management talent remain after the sale.

Price:

Maximum \$10 million.

Terms:

Asset sale and some seller financing is preferred.

Cash:

Cash or necessary borrowing power is available. Bank letter available on request.

Contact information:

Name

Address

Email and telephone

Example – Acquisition Criteria for Individual #2

Acquisition Criteria for (Name)

Company Description

An established business specializing in distributing, remarketing, or representing a portfolio of products and/or services that has a proprietary element or a proprietary sales arrangement (i.e. an exclusive territory or customer base).

Revenue Size

\$1 million - \$5 million with positive cash flow.

Employee Size

Less than 30

Geographical Location

Northern Illinois including Chicago and surrounding suburbs

Financing

Cash, bank financing and seller financing

Transition

Owner transition plan and key employee retention plan

My Role

Owner and CEO
I will actively run and manage the business

Other considerations

- Business should have opportunity for significant expansion
- I have a non-compete in place through June of 200X for select information technology products

Previous Experience

40% owner of technology solutions provider remarketing information technology products and services. Company was a \$50 million dollar business with 50 employees and strong EBITDA. Sold ownership interest in 2000.

Fees

Will pay buyers fees if fees not paid by seller.

Contact information:

Name _____
Address _____
Email _____
Telephone _____