

JPAbusiness



Advice • Valuations • Transactions

Buying a Business Planning Sheet

Questions	Notes	Actions
1. What are the core reasons you want to purchase this business?		
2. Do you have a strategic plan to guide and shape your personal and business objectives (e.g. your expected return on investment, growth aspirations, lifestyle plans etc)?		
3. Why will you succeed in this business?		
4. Is the business you are potentially going to invest and work in for an extended period the right fit for you?		
5. Does the vendor's asking price represent value for money?		

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6. How does the asking price compare to a market appraisal of recent sales and market trends?		
7. What due diligence have you done to assess if your investment will see you generating a return in line with your objectives?		
8. Have you sufficient cash or equity that can be easily borrowed against to pay the purchase price?		
9. Does your business plan assess and project the working capital and cash flow requirements to operate?		
10. Have you considered the most flexible and effective commercial finance option for your circumstances?		

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11. Do you fully understand the requirements of the lease relating to your potential business purchase?		
12. Have you considered other locations for the business and how that might impact performance?		
13. Have you compared a number of businesses against your requirements? (A business finder can sometimes help.)		
14. Do you need 'arms length' assistance with purchase negotiations?		
15. Are you prepared to 'walk away' if the business or the deal doesn't stack up?		

JPAbusiness offers a range of services to assist business buyers, including:

- Business finder services
- Valuations and market appraisals
- Due diligence
- Purchase negotiations
- Transition support

If you are thinking about buying a business, contact the team at JPAbusiness on **02 6360 0360** for a confidential, obligation-free discussion.

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