

# The Buying Process

**COMMITMENT** Your commitment to buy a business at price and terms consistent with the market to satisfy your needs and take advantage of abilities.

**DISCLOSURE** maintain confidentiality for all the information provided to you on the businesses we discuss.

**INFORMATION** You provide us with information about yourself, such as a resume and financial statements. We know about you, the more likely we can find a business you will like. The more information we provide the seller, the better the terms he will consider.

**REVIEW** and select some that appeal to you.

**INTRODUCTION** interested in and discuss the important factors of each.

**MEETING** us may take place. This gives you the chance to ask questions you may have about how the business operates and to describe your qualifications to the seller.

**OFFER TO PURCHASE** or letter of intent for the business you like. Earnest money may be required to demonstrate the seriousness to the seller.

**PRESENT OFFER** Most offers are contingent upon your inspection of the books and records of the business. The offer is not binding until you remove all contingencies.

**BACKGROUND** We give to the seller your background, financial information, experience and point of view at the offering price, terms and conditions. Favorable background information about you will result in favorable consideration of your offer.

**EXPLANATION** seller and decision makers.

**ACCEPTANCE** counter offers.

**MUTUAL ACCEPTANCE** sale, the offer becomes a Purchase and Sale Agreement.

**DUE DILIGENCE** examine the financial records. Any questions you have are resolved at this time.

**OPEN ESCROW/CLOSING** assignment of the current lease or new lease for you.

**INVENTORY** all documents to the transferring agent or attorneys so they can prepare the closing documents.

**TRANSFER OF OWNERSHIP** arrangements to assign any notes or equipment leases.

**TRANSFER OF OWNERSHIP** the seller to count and price the inventory (if required).

**TRANSFER OF OWNERSHIP** sign documents.

We at VR of Nashville are committed to serving helping our clients buy a franchise or buy a business as their needs dictate. We take Our Mission seriously. Please take a moment to Contact Us or to fill out a Buyer Questionnaire to let us know about your interests and objectives. Any information we receive from you will be held in strictest confidence.