



leaders in growing small businesses

Business Evaluation Questionnaire

1. **WHAT IS THE PROBLEM OR OPPORTUNITY?**

2. **WHAT IS THE SOLUTION?**

3. **WHAT DOES THE PRODUCT LOOK LIKE?**

4. **WHO'S ON THE TEAM?**

5. **WHAT ELSE DO YOU NEED (MANAGEMENT, SALES, SYSTEMS, ETC.)?**

6. **WHAT IS THE AMOUNT OF MONEY NEEDED?**

7. **WHAT WILL YOU USE THE MONEY FOR?**

8. **HOW FAR WILL THE MONEY GET US?**

9. **CAN WE GET TO \$5M EBITDA IN 5 YEARS?**

10. **HOW WILL THIS COMPANY BE VALUED IN THE FUTURE AND WHO WILL WANT TO BUY IT?**