



Acquisition Worksheet

(Please type or print all information listed below)

Return to James D. Mello - Fax: 508-252-4447; Email: Pbcmello1@aol.com

1 Exact Name of Principal Owner:
 Name(s) of Additional Owners:
 First Name Middle Name Last Name

2 Exact Name of Company:
 Doing Business As (if applicable):
 Physical Address of Company:

3 Check Type of Company:

Corporation	S-Corp	Sole Proprietorship	Partnership	LLC
1				

4 First Year of Operations:

County	% of Revenue	County	% of Revenue	County	% of Revenue

5 List all Service Locations (Counties):
 (attach list if necessary)

6 Do you currently have an agreement with a broker? Yes No

Broker Name: James Mello

Broker Fee: \$ Paid By Buyer or %

7 Last 3 years Total Revenue:

2018	<input type="text"/>
2017	<input type="text"/>
2015	<input type="text"/>

8 Last 12 Months Revenue: From To

Last 12 Months Revenue Breakdown:	Residential	Commercial	Total
Pest Control - Recurring			\$ -
Pest Control - One Times			\$ -
Renewals - Baiting			\$ -
Renewals - Liquid			\$ -
Termite Completions - Baiting			\$ -
Termite Completions - Liquid			\$ -
Termite - One Times			\$ -
Lawn Care - Recurring			\$ -
Lawn Care - One Times			\$ -
Other:			\$ -
Total	\$ -	\$ -	\$ -

9 Accounts Receivable as of:
 (DO NOT include termite renewals)

0-30	<input type="text"/>
31-60	<input type="text"/>
61-90	<input type="text"/>
Over 90	<input type="text"/>
Total	\$0
Less Prepays/Credits	<input type="text"/>
Net A/R	\$0
Advance Renewals	<input type="text"/>

10 Current Active Customers:

	Residential Accounts:			Commercial Accounts:		
	Accounts	Annual Value	Avg./Svc.	Accounts	Annual Value	Avg./Svc.
Monthly Pest			\$ -			\$ -
Quarterly Pest			\$ -			\$ -
Twice-Monthly (Semi-Monthly)			\$ -			\$ -
Every Other Month (Bi-Monthly)			\$ -			\$ -
Semi-Annual			\$ -			\$ -
Annual			\$ -			\$ -
Other Pest			\$ -			\$ -
Total Pest Accounts	0	\$ -		0	\$ -	
Liquid Renewals						
Bait Renewals						
Fume Renewals						
Total Renewals	0	\$ -		0	\$ -	

11 Average Age of Pest Customers (yrs)
 Average Age of Termite Customers (yrs)

12 Bait Station Type

13 Renewal Agreement Type

% Protection	% Service	TOTAL
<input type="text"/>	<input type="text"/>	0%

* We will purchase your unopened EPA approved chemical inventory.
 ** If you would like us to price your vehicles, please send a list with the make, model year, VIN#, mileage and condition.