



Professional Business Consultants short form seller questionnaire

1 Exact Name of Majority Owner:
First Name Middle Name Last Name

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

Seller's contact number Seller's email address

3 When did the company begin operations? 4 Date this questionnaire was completed:

	Full Name and Title/Position	Ownership %
5 Please list all owners & position titles:	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>

6 a. Are we purchasing all of the business? Yes No

b. List the portion of the business remaining with the Seller (i.e., if owner is retaining landscape maintenance portion, please state specifically what owner will be doing, such as mowing, plant installation, bedding, etc.):

7 Seller's revenue and customer/contract count by type:

	Revenue			Number of Customers/Contracts		
	2019	2018	2017	Current	12/31/2018	12/31/2017
LAWNCARE						
Res Lawn Full (4 or more apps)						
Res Lawn Partial (3 or less apps)						
Res Tree & Shrub						
Commercial						
Beneficial						
Other						
Total	\$0.00	\$0.00	\$0.00	0	0	0

8 Average application price (AAP) of Seller (full program residential):

	Average Application Price	Average Square Foot
Lawn Residential	<input type="text"/>	<input type="text"/>

9 Accounts receivable information:

As of date:	<input type="text"/>	0 - 30 Days	<input type="text"/>
		31 - 60 Days	<input type="text"/>

61 - 90 Days	
91 - 120 Days	
Over 120 Days	
Credits (Input as negative)	
Total	\$0.00

10 How much prepayments are collected annually?

Current prepayments balance:

As of date:

11 List the top 10 zip codes with the most serviced customers: