

# New Business Questionnaire

What education and industry related experience do the principals of your company have? *(Please attach resume of each principal if available)*

How does your company differentiate itself from the competition?

Most business experience cash flow problems in the initial stages of operation, therefore, has your company established a contingency plan to address this possibility should your Company not profit during the first 6 months? *(Please provide a forecasted budget is available)*

Do the principals of your company have any other outside sources of income to support your current lifestyles? *(Please provide name of sources and amount of yearly income)*

Is there any additional collateral available to further secure this transaction? *(i.e. free and clear equipment, or security deposit)*

How much cash have the principals of the Company contributed to capitalize the business venture?

## Use of Initial Capital

| <b>A. List Your Estimate of All Major Costs</b> | <b>Total Amount</b> |
|---|---------------------|
| Working Capital - Operating Funds:              |                     |
| Inventory:                                      |                     |
| Training:                                       |                     |
| Franchise Fees:                                 |                     |
| Real Estate – Land & Buildings:                 |                     |
| Leasehold Improvements (if rented):             |                     |
| Equipment:                                      |                     |
| <b>Total Costs</b>                              |                     |

## Source of Initial Capital

| <b>B. List All Funds Available to Pay the Total Cost Above</b> | <b>Total Amount</b> |
|--|---------------------|
| Cash on Hand:  |                     |
| Marketable Securities to be Liquidated:                        |                     |
| Leasehold Improvements paid by Landlord:                       |                     |
| Loans from Banks & Financial Institutions or Private:          |                     |
| - Leasing Companies:   |                     |
| - Home Equity Loans:   |                     |
| - SBA Loans:   |                     |
| - Other Loans (describe):                                      |                     |
| <b>Total Costs</b>   |                     |