



SUNBELT NETWORK AFFILIATE  SUNBELT POWERSPORTS M&A

Thank you for listing your business with Sunbelt Powersports M&A. Please provide a copy of the following information at your earliest convenience:

- ____ 1. Three (3) years financials statements (Year-End Profit/Loss Statements and Balance Sheets.
- ____ 2. Interim financial statements for the current fiscal year.
- ____ 3. Sales By Category or similar report (even if manual) showing # of units sold by brand and type for three most recent year-ends and interim current year.
- ____ 4. Three (3) years tax returns on the business. (Form 1120 for corporations, Form 1065 for partnerships, or 1040-Schedule C for sole-proprietorships).
- ____ 5. Completed Sunbelt Listing Profile Form and Seller's Discretionary Earnings Form.
- ____ 6. Employee List or Organizational Chart showing titles and compensation.
- ____ 7. List of furniture, fixtures, and equipment (asset list or depreciation schedule).
- ____ 8. Brief scope or description of your advertising strategy.
- ____ 9. If real estate is owned, copy of any recent appraisals, tax statements or other proof of valuation.
- ____ 10. If real estate is leased, copy of current lease agreement.
- ____ 11. Copy of any environmental assessments (Phase 1s, etc.) performed on the facility.
- ____ 12. E-mail digital pictures of the facility, inside and outside, preferably illustrating each department, entryway, and signage (typically 6-10 photos).
- ____ 13. A paragraph summarizing the history of the dealership and any pertinent highlights. Include any interesting known facts about the business, location, and surrounding areas you feel might be beneficial to a prospective buyer.
- ____ 14. List of any recent industry or manufacturer awards given to the business.

This information is necessary to develop our marketing strategy and sales materials for you business. Once we receive this information, we will immediately commence preparation of the marketing plan, which will include, among other things, a formal presentation, multiple web-site listings, and creation of an electronic data room.

This information will remain confidential and will only be released to qualified buyers that have executed a confidentiality agreement. Once again, thank you for choosing Sunbelt Powersports to sell your business!