



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

- \_\_\_1. Last three (3) FULL years' financial statements (Year-End Profit/Loss Statements and Balance Sheets).
- \_\_\_2. Most recent interim financial statements for the current fiscal year.
- \_\_\_3. Three (3) years tax returns on the business. (Form 1120 for corporations, Form 1065 for partnerships, or 1040-Schedule C for sole-proprietorships/single-member LLCs).
- \_\_\_4. Completed Listing Profile Form and Seller's Discretionary Earnings Form.
- \_\_\_5. Job List or Organizational Chart showing titles and compensation (names optional).
- \_\_\_6. List of furniture, fixtures, and equipment (asset list or depreciation schedule), showing original cost and date of purchase.
- \_\_\_7. If real estate is owned, copy of any recent appraisals, tax statements or other proof of valuation.
- \_\_\_8. If real estate is leased, copy of current lease agreement.
- \_\_\_9. Copy of any environmental assessments (Phase 1s, etc.) performed on the facility.
- \_\_\_10. E-mail digital pictures of the facility, inside and outside, preferably illustrating each department, entryway, and signage (typically 6-10 photos).
- \_\_\_11. 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.
- \_\_\_12. List of any recent industry or manufacturer awards given to the business.
- \_\_\_13. Copy of manufacturer(s)' most recent market data or performance reports. Specifically for **Harley-Davidson dealerships**, this would include:
  - a. Market Report (Year-end and most recent)
  - b. Retail Excellence Report (Year-end and most recent)
  - c. CSI Deluxe Report (Year-end and most recent)
  - d. Motorcycle Planning Report (most recent)

This information is necessary to develop our marketing strategy and sales materials for your 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 Powersports Listings M & A to sell your business!