



## **Business History**

**(Note: you may omit this form only if you have provided a complete business plan as part of your application.)**

**Applicant Company Name:** \_\_\_\_\_

What products or services does your company offer? Please describe your business activity:

Who are your top 3 competitors and what is your advantage over each?

Please describe your business location, its proximity to your clients & any improvements that are needed:

Are you purchasing the subject business?     No (skip to next question)  
 Yes (please provide seller's reason for selling the business)

Please describe your sales & marketing activities. Who are your key clients & what is your geographical sales area?

Please describe your management succession plan should you or a key member of your management die, become disabled and/or unable to work.

Do you have any further plans for growth/expansion?     No (skip to next question)  
 Yes (please describe)

Please describe your past major accomplishments:

Do you have any brochures or sales/marketing materials?     No (skip to next question)  
 Yes (please attach)

Do you have any articles that have been written about you or your business?     No  
 Yes (please attach)

**Signature:** \_\_\_\_\_

**Date Signed:** \_\_\_\_\_