

TARGET ANALYSIS DATA SHEET

CASH	\$ _____	ASK _____, SDE _____, M= _____
ACCT RECEIVABLE	\$ _____	\$ _____ Sales, \$ _____ ARR
NOTES RECEIVABLE	\$ _____	Excess Owner Comp/Bens \$ _____
CD/MM/TB	\$ _____	AP = \$ _____, RE IP = \$ _____
SECURITIES	\$ _____	Def. IP _____
RAW MATERIALS	\$ _____	Runs _____, shifts @ _____ % capacity
WORK IN PROCESS	\$ _____	Mkt via _____ Sell via _____
INVENTORY	\$ _____	CEO SL - COO SL - CFO SL - CMO SL
FF&E	\$ _____	_____ customers _____ prospects
VEHICLES	\$ _____	Seller RFL _____
REAL ESTATE	\$ _____	Seller Wants _____