

# 1 WHAT TYPE OF BUYER ARE YOU?

## The objectives

To draw this portrait, we suggest that you fill out the questionnaire below. Knowing what type of buyer you are will allow us to effectively guide you through the acquisition process.

## Tools:

Checkmark next to each statement that best represents you or your situation:

### 1. Family-member - as successor

- I've just started working in the family business and am learning the ins and outs of its operations. I would like to eventually take over the business.
- I've been working in the family business for several years; I know how it works and would like to eventually take over the reins.

### 2. Manager who works in the business - as successor

- I've been with the business for several years. Nobody close to the owner appears interested in taking over the business. I've thought about it, and I'm the only one considering the possibility.
- I've been with the business for several years. Nobody close to the owner appears interested in taking over the business. I've thought about and discussed the idea with the other managers, who are also interested in taking over the business.

### 3. Manager who works in the business and family member(s) - as successor

- I and one or more family members have been employees for some time and would like to take over the business.
- We (the managers) and a family member have been employees for some time and would like to take over the business.
- We (the managers) and several family members have been employees for some time and would like to take over the business.

### 4. Entrepreneurial-type individual who wants to acquire an SME

- I want to acquire and manage my own business. I want to be in business for myself.
- We want to acquire and manage our own business. We want to be in business for ourselves.