

15 BUSINESS BUYING STEREOTYPES

1. The “No Money Down no other acquisition method” Type

2. The “Hate Brokers - they wreck deals” Type

**3. The “Tirekickers”
Type – looks at 10,000
CIMs and never closes
on one.**

4. The “business buying course junky” type

**5. The “inflator” type –
I have acquired 105
businesses**

**6. The “I am upset -
why won’t you give me
your business for free
— you are retiring”
types**

**7. The “waiting for
business to fall in your
lap does not prospect”
type**

**8.The “I am going it
alone - no due diligence”
big ego type**

**9. The “I have
investors” but no one
writes a check type**

10. The “I can get a loan, with no skin in the game” types.

11. The “I have no money but want to negotiate” types

**12. The “I need to
create a board first”
procrastinator types**

**13. The “I am going to
lock you up with 90 day
LOI” no financing
secured type**

**14. The “ I don’t know
anything about your
business or accounting
but I want your
business because of
the SDE” types**

15. The “great negotiator” but buys a money losing business type.
