



MURPHY BUSINESS & FINANCIAL CORPORATION
"The Nation's Premier Brokerage Firm"

Standard Qualification Questionnaire

CONFIDENTIAL

Contact information

Name	
Address	
City, State, Zip	
Home Phone	
Office Phone	
Cell	
Fax	
Email	

Instructions: This is a type on document. First save to your computer, fill in your information and return via email. You can also print and fax it to:

MURPHY OFFICE:

NAME: Darren E. Squires
ADDRESS: 13760 Noel Rd. #325
Dallas, Texas 75240
PHONE:
CELL: 972-567-0172
FAX: 817-796-1347
WEB: www.murphybusiness.com



PERSONAL and BUSINESS INFORMATION

Name _____ Date of Birth _____

Address _____

City _____ State _____ Zip _____

U.S. Citizen Yes No

Own Rent How long? _____

Telephone Numbers: Home (____) _____ Work (____) _____

Cell (____) _____ Fax(____) _____

Email _____

Best time to call: _____

Education: High School Bachelors Masters PhD Other

University or College(s) Attended _____

Major(s) _____ Year Graduated _____

Employment: Current occupation _____

Type of Business _____

Title/Position _____

Length of Employment _____ Salary _____

Responsibilities: *(attach resume if available)* _____

Professional affiliations _____

Previous Employment _____

Type of Business _____

Spouse's Current Employment _____

Type of Business _____

Title/Position _____ Length of Employment _____ Salary _____

Have you ever owned or operated a business? Yes Full-time

Part-time No

If yes, explain _____

What attracts you to owning your own business now? _____

What did you like MOST about your past job or business? _____

What did you like LEAST about your past job or business? _____

What do you consider your GREATEST achievement? _____



On the basis of your work experience, your strengths are? _____

Your weaknesses are? _____

Would you enjoy owning a business where you:

Consult Sell Market (check all that apply) your product or service?

How do you rate your sales ability? Weak Average Strong Very strong

Why are you considering a change from employment at this time? _____

In terms of purchasing a business or franchise I am: Mildly Interested
 Very Interested Ready To Purchase

Do you have any experience in: Advertising/Marketing Public Relations
 Sales Management Customer Service Finance

Will you devote full time to your business? Yes No

How did you *first* become aware of Murphy?

Friend/Associate Magazine Ad Newspaper Ad Web Site Mailer
 Magazine/Newspaper Existing Franchise Other _____

Name of source checked above _____

How would you rank your family's support of starting a new business?

Fair Medium Good Very Good

Explain: _____

Will family members be involved with you in the business? Yes No

Whom _____

How would you rate your following business skills?

Sales Average Good Very Good Excellent

Management Average Good Very Good Excellent

Organization Average Good Very Good Excellent

Financial Average Good Very Good Excellent

Marketing Average Good Very Good Excellent

Customer Service Average Good Very Good Excellent

Rank the most important starting with 1 and the least important 10

Control My Future ___ Build a Business ___ Personal Growth ___ Flexible
Time ___ Family Involvement ___ Community Involvement ___ Income
Level ___ Build to Sell ___ Be My Own Boss ___ Other ___



Please select the attributes that best describe you.

- | | | | |
|-----------------|--------------------------|------------------|--------------------------|
| Amiable | <input type="checkbox"/> | Reliable | <input type="checkbox"/> |
| Controlling | <input type="checkbox"/> | Competitive | <input type="checkbox"/> |
| Independent | <input type="checkbox"/> | Hard Working | <input type="checkbox"/> |
| Outgoing | <input type="checkbox"/> | Results Oriented | <input type="checkbox"/> |
| Flexible | <input type="checkbox"/> | Money Oriented | <input type="checkbox"/> |
| Diplomatic | <input type="checkbox"/> | Risk Taker | <input type="checkbox"/> |
| Persuasive | <input type="checkbox"/> | Open Minded | <input type="checkbox"/> |
| Leader | <input type="checkbox"/> | Intuitive | <input type="checkbox"/> |
| Direct | <input type="checkbox"/> | Considerate | <input type="checkbox"/> |
| Growth Oriented | <input type="checkbox"/> | Understanding | <input type="checkbox"/> |
| Loyal | <input type="checkbox"/> | Spontaneous | <input type="checkbox"/> |

How long have you been researching business and franchise opportunities?

How will you know when you have found the right business? _____

In What geographical area would you like to operate your business? _____

How soon do you want to start this business? _____

Whatever success you have enjoyed in your past business experience, many people are looking for something different and better; please share the three most significant "changes" that you would like to overcome by owning your own business, being your own boss:

1. _____
2. _____
3. _____

What business categories do you have an interest in? _____

What kind of business hours are you interested in? Part-time Full-time
Management

Is the opportunity to have a multiple unit operation important to you?
Yes No



- Potential for significant growth important somewhat don't care
- Potential for longevity of the business is important somewhat don't care
- Image of business interested in (check all that apply) professional don't care as long as it meets needs
 automotive retail food service business services
 home/personal services
- Business location is based at store front home office commercial office
- Business environment casual suit and tie don't care
- Competition would be high moderate low
- Customer type desired repeat businesses general public don't care
- Employee type desired blue collar white collar skilled don't care
- Number of employee's 10+ 5-9 none to 4
- Product versus service products services both
- Your cash investment level \$100k \$50-99k \$25-49k
- Maturity of business a mature, well-established business w/strong support and structure
 a young, developing business w/good support, but more flexibility
 a ground floor opportunity, offering the highest potential reward or risk
- Who will make decision (check all that applies) me spouse other
- Management style Actively involved in all aspects of the business
 Develop employees and delegate responsibilities
- Timeframe for being in business 3 – 6 mos. 1- 3 mos. now
- Timeframe for deciding 3 – 6 mos. 1- 3 mos. now
- Growth multiple units prefer one unit if same monetary success is possible
- Your need for personal income 1+ year 6 – 9 mos. 3 – 6 mos.
- Hours of business prepared to work whatever hours needed to launch the business
 willing to work nights & weekends as retail may require
 only interested in traditional business hours
- Preferred roles in the business customer service
 management of staff
 management of operations
 prospecting for business, sales of product or service
 marketing, networking, developing referral sources
- Risk/Opportunity want to 'cherry pick' locations or markets by being among the first in my community to open the business
 prefer to wait until others are already in business in my market to benefit from their experience
- Income goal is make the maximum income possible
 seeking to grow and sell business
 plan to slow down when goals are met
- How do you want your family and friends to perceive your business? Contributes to society
 My business's tangible assets exhibit my financial success
 My previous experience was a key factor for entry and success I don't care



FINANCIALS

<i>ASSETS</i>		<i>LIABILITES & NET WORTH</i>	
Cash In Banks (itemize)	\$	Notes Due Banks and Others (itemized)	\$
	\$		\$
	\$		\$
Marketable Stocks & Bonds	\$	Taxes Payable	\$
	\$		\$
Life Insurance Cash Surrender Value	\$	Loans	\$
	\$		\$
<i>TOTAL CURRENT ASSETS</i>	<i>\$</i>	<i>TOTAL CURRENT LIABILITIES</i>	<i>\$</i>
	\$		\$
Real Estate Owned	\$	Real Estate Mortgages	\$
Other Assets	\$	Other Liabilities	\$
	\$		\$
Retirement Accounts	\$		\$
IRAs	\$	<i>TOTAL NON-CURRENT LIABILITIES</i>	<i>\$</i>
401k	\$	<i>TOTAL LIABILITES</i>	<i>\$</i>
<i>TOTAL NON-CURRENT ASSETS</i>	<i>\$</i>	<i>NET WORTH</i>	<i>\$</i>
<i>TOTAL ASSETS</i>	<i>\$</i>	<i>TOTAL LIABILITES & NET WORTH</i>	<i>\$</i>

SOURCE OF ANNUAL INCOME		ESTIMATE OF ANNUAL EXPENSES	
Salary		Mortgage Payments	
Bonus & Commissions		Automobile Payments or Lease	
Dividends		Insurance Premiums	
Other Income		Other Expenses	
TOTAL		TOTAL	



I certify that the information I have provided on this application is complete and correct. I authorize the release of this information to obtain verification of any of the above information. The purpose of this questionnaire is to compile general information and is not binding upon either part.

THIS IS NOT A CONTRACT

Yes I agree ____ Name: _____

Do you know anyone who would benefit from the services offered by Murphy?
If so, may we contact them?

Name: _____ Phone: () _____

