

Dosenbach Associates Inc., Pest Broker Acquisition Worksheet

(Please type or print all information listed below)

1 Exact Name of Principal Owner:

First Name	Middle Name	Last Name
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Name(s) of Additional Owners:

First Name	Middle Name	Last Name
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2 Exact Name of Company:
Doing Business As (if applicable):
Physical Address of Company:

3 Check Type of Company:

Corporation	S-Corp	Sole Proprietorship	Partnership	LLC

4 First Year of Operations:

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5 Name of Operating Software: e.g., PestPac, ServicePro

6 Name of Accounting Software: e.g., QuickBooks

County	% of Revenue	County	% of Revenue	County	% of Revenue

8 Do you currently have an agreement with a broker? Yes No

Broker Name:

Broker Fee: \$ %

9 Last 3 years Total Revenue:

TTM	 	#DIV/0!
2019	 	#DIV/0!
2020	 	#DIV/0!
2021	 	

10 Last 12 Months Revenue: From To

Last 12 Months Revenue Breakdown:	Residential	% Residential	Commercial	% Commercial	Total	% Total
Pest Control - Recurring		#DIV/0!		#DIV/0!	\$ -	#DIV/0!
Pest Control - One Times		#DIV/0!		#DIV/0!	\$ -	#DIV/0!
Termite Renewals - Baiting		#DIV/0!		#DIV/0!	\$ -	#DIV/0!
Termite Renewals - Liquid		#DIV/0!		#DIV/0!	\$ -	#DIV/0!
Termite Renewals - Fume		#DIV/0!		#DIV/0!	\$ -	#DIV/0!
Termite Completions - Baiting		#DIV/0!		#DIV/0!	\$ -	#DIV/0!
Termite Completions - Liquid		#DIV/0!		#DIV/0!	\$ -	#DIV/0!
Termite - One Times		#DIV/0!		#DIV/0!	\$ -	#DIV/0!
Lawn Care - Recurring		#DIV/0!		#DIV/0!	\$ -	#DIV/0!
Lawn Care - One Times		#DIV/0!		#DIV/0!	\$ -	#DIV/0!
Bed Bug - Recurring		#DIV/0!		#DIV/0!	\$ -	#DIV/0!
Bed Bug - One Time		#DIV/0!		#DIV/0!	\$ -	#DIV/0!
Mosquito - Recurring		#DIV/0!		#DIV/0!	\$ -	#DIV/0!
Mosquito - One Time		#DIV/0!		#DIV/0!	\$ -	#DIV/0!
Other: Wildlife/Other Income		#DIV/0!		#DIV/0!	\$ -	#DIV/0!
Total	\$ -		\$ -		\$ -	

9 Accounts Receivable as of:

Approx. 39% of r (DO NOT include termite renewals)	
Current	
0-30	
31-60	
61-90	
Over 90	
Total	\$0
Less Prepays/Credits	
Net A/R	\$0
Advance Renewals	

% Total

#DIV/0!

#DIV/0!

11 Current Active Customers:

	Residential Accounts:				#DIV/0!	Commercial Accounts:				#DIV/0!	Combined Accounts:				#DIV/0!
	#	Accounts	Annual Value	Average Value	Avg/Svc.	Accounts	Annual Value	Average Value	Avg/Svc.	Accounts	Annual Value	Average Value	Avg/Svc.		
PEST															
Monthly Pest	12			0.00	-			-	-	0		-	-	-	
Quarterly Pest	4			0.00	-			-	-	0		-	-	-	
Twice-Monthly (Semi-Monthly)	24			0.00	-			-	-	0		-	-	-	
Every Other Month (Bi-Monthly)	6			0.00	-			-	-	0		-	-	-	
Semi-Annual	2			0.00	-			-	-	0		-	-	-	
Annual	1			0.00	-			-	-	0		-	-	-	
Trimester	3			0.00	-			-	-	0		-	-	-	
Weekly	52			0.00	-			-	-	0		-	-	-	
Other Pest: Bundled Services	7			0.00	-			-	-	0		-	-	-	
Total Pest Accounts		0	-	#DIV/0!		0	-	0.00		0	-	-		-	
TERMITE															
Liquid Renewals	1			0.00	-			0	-	0		-	-	-	
Bait Renewals	1			0.00	-			0	-	0		-	-	-	
Fume Renewals	1			0.00	-			0	-	0		-	-	-	
Total Renewals		0	-	0.00		0	-	0.00		0	-	-		-	

				Pest	Termite	Bed Bug	Mosquito	
12 Average Age of Pest Customers (yrs)			10. Rec. TTM Value	\$ -	\$ -	\$ -	\$ -	\$ -
Average Age of Termite Customers (yrs)			11. Cust. Contract Value	\$ -	\$ -	\$ -	\$ -	\$ -
Average Age of Bed Bug Customers (yrs)			% Change	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
Average Age of Lawn Customers (yrs)								
Average Age of Mosquito Customers (yrs)								

13 Termite Bait Station Type N/A

	% Protection	% Service	TOTAL
14 Termite Renewal Agreement Type			0%

	Full Time	Part Time	Owners	Total		
15 Employee Counts				-		
	Techs	Sales	Admins	Managers	Other	Total
						-