|  |  |
| --- | --- |
| **Dated** |  |
| **Business:** |  |
| **Address:** |  |
| **Change Exclusive Listing Agreement as indicated below:** |
|  | Change the Listed Sales Price of the Business: |
| From: $ |  |  | to: $ |  |
| Old Sale Price | New Sales Price |
|  | Change the Down Payment: |
| From: $ |  |  | to: $ |  |
| Old Down Payment | New Down Payment |
|  | Change the Terms to: |  |
|  | . |
|  |
|  | Extend the Listing Period of the Agreement through midnight |  | , |  | . |
|  |
|  | New Financial Statements for the period beginning |  |
| and ending |  | are attached. |
|  | The Discretionary Cash Flow is based on the Financial Statement for the period beginning |
|  | and ending |  | and is shown below: |
| FROM THE P&L STATEMENT | ADDBACKS TO PROFIT |
| Gross Income $ |  | Seller’s Salary $ |  |
| Cost of Goods |  | Seller’s Payroll Taxes |  |
| Gross Profit $ |  | Auto Expense, Seller |  |
| Less Expenses |  | Insurance, Personal |  |
| **1. Profit Before Taxes $** |  | Contributions |  |
|  |  | Dues & Subscriptions |  |
| LESS DEDUCTIONS FROM PROFIT | Entertainment |  |
| Unpaid Employee $ |  | Travel |  |
| Interest Income |  | Non-Working Payroll |  |
| Gain on Asset Sale |  | Mdse for Personal Use |  |
|  |  |  | One-Time Major Expense |  |
|  |  |  | Loss on Sale of Assets |  |
| **2. Deductions from Profit $** |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  | Interest Expense |  |
|  |  | Depreciation |  |
|  |  | Amortization |  |
|  |  | **3. Additions to Profit $** |  |
|  |  | DISCRETIONARY CASH FLOW |
|  |  | **(1-2+3) $** |  |
| **DATED** this |  | day of |  | , |  | . |
| **Broker:** |  | **Seller:** |  |
| Signature: |  | Signature: |  |
| Title: |  | Title: |  |