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| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **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: | | | | | | | | | | | |  | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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|  | 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 $** | | | | | | | | | | | | |  | | | | | | |  | |  | | | | | | | | | | | |  |  | | | | | | | | |
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|  | | | | | | | | | | | | |  | | | | | | | Interest Expense | | | | | | | | | | | | | | |  | | | | | | | | |
|  | | | | | | | | | | | | |  | | | | | | | Depreciation | | | | | | | | | | | | | | |  | | | | | | | | |
|  | | | | | | | | | | | | |  | | | | | | | Amortization | | | | | | | | | | | | | | |  | | | | | | | | |
|  | | | | | | | | | | | | |  | | | | | | | **3. Additions to Profit $** | | | | | | | | | | | | | | |  | | | | | | | | |
|  | | | | | | | | | | | | |  | | | | | | | DISCRETIONARY CASH FLOW | | | | | | | | | | | | | | | | | | | | | | | |
|  | | | | | | | | | | | | |  | | | | | | | **(1-2+3) $** | | | | | | | | | | | | | | |  | | | | | | | | |
| **DATED** this | | | | | | |  | | | | day of | | | | |  | | | | | | | | | | | | | | | , |  | | | | . |
| **Broker:** | | | | |  | | | | | | | | | | | | | | | **Seller:** | | | | | | |  | | | | | | | | | | | | | | | | |
| Signature: | | | | | |  | | | | | | | | | | | | | | Signature: | | | | | | | |  | | | | | | | | | | | | | | | |
| Title: | | | | |  | | | | | | | | | | | | | | | Title: | | | | | | |  | | | | | | | | | | | | | | | | |