

# BBG Application Form



This survey is to be completed and signed by the business owner. The information will be treated in utmost confidence.

Business Name:				Your Name:				
Industry Sector:				Job Title:				
Address:								
Phone:				Email:				
Fax:				Web site:	www.			
How many years has the business been trading?								
How many years have you owned the business?								
Ownership Structure (please circle):	Company	Trust	Partnership	Sole Trader	Other			
What are the core products and/or services of the business?								
What percentage of your revenues are from B2B / B2C sales?				%B2B =	%B2C =			
Number of clients last financial year:				Avg. transaction value of sales you make:		\$		
Annual Turnover:	Last Financial Year: \$			Previous Financial Year: \$				
Net Profit:	Last Financial Year: \$			Previous Financial Year: \$				
Total number of people who work in the business:					Of which, how many are in sales:			
How many owners of the business, and their names:	1.		2.		3.			
Does the business have a written business plan? (please circle) Yes / No								
Please indicate where you sit in your 3 main target markets:								
Target Market Description		Position						
1.		1 <sup>st</sup>	2 <sup>nd</sup>	3 <sup>rd</sup>	4 <sup>th</sup>	5 <sup>th</sup>	Other	Unknown
2.		1 <sup>st</sup>	2 <sup>nd</sup>	3 <sup>rd</sup>	4 <sup>th</sup>	5 <sup>th</sup>	Other	Unknown
3.		1 <sup>st</sup>	2 <sup>nd</sup>	3 <sup>rd</sup>	4 <sup>th</sup>	5 <sup>th</sup>	Other	Unknown
Who are your 3 main competitors?		1.		2.		3.		
In 50 words or less ... why is your business not currently the best? (If you can, please suggest 3 or more reasons or possible reasons)								
If Edensilk can show you a way to achieve your aims, that makes sense to you, and that is cost justifiable, then...								
1. When will you be in a position to start?		Next Year	Next Month	Next Week	Tomorrow	Today	Yesterday	
2. Are the owners and managers of the business prepared to spend 1 – 4 hours per week implementing the programme?							Yes / No	
3. Is the business able to invest \$10,000 – \$20,000 on assistance from Edensilk?							Yes / No	

In submitting this application to be considered for participation in Edensilk’s Best Business Group programme, I confirm that we are not part of any franchise, that the information provided here is accurate sufficient to the purpose at hand, and that all of the owners of the business are keen to grow and sell the business at some point in the next 3-5 years.

Signed: \_\_\_\_\_ Please fax this completed form to 08 **9271 0512**

Please note: If you need clarification or any other help in completing this application, please contact Paul Curtis on 08 9271 7661 or [paul.curtis@edensilk.com.au](mailto:paul.curtis@edensilk.com.au)

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multi-disciplined business consultants and practitioners co-ordinated to plan and implement your success

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