WOULD GABE BUY IT?
QUICK SCORECARD

Score each factor from 1 (weak) to 5 (strong). The point is disciplined questioning, not an automatic buy decision.

FACTOR	1	2	3	4	5	NOTES
Quality of cash flow	○	○	○	○	○	
Revenue trend	○	○	○	○	○	
Recurring revenue	○	○	○	○	○	
Owner independence	○	○	○	○	○	
Customer concentration	○	○	○	○	○	
Staff stability	○	○	○	○	○	
CapEx burden	○	○	○	○	○	
Financing cushion	○	○	○	○	○	
Competitive position	○	○	○	○	○	
Exit / resale potential	○	○	○	○	○	

TOTAL: ____ / 50

Use the score to identify what needs deeper diligence, negotiation, or a different deal structure.

40–50
STRONGER FIRST PASS

Still verify everything.

30–39
MIXED / DIG DEEPER

Several items need proof or protection.

BELOW 30
HIGH FRICTION

Price, structure, or the deal itself may need rethinking.