



Two Quick Pre-Listing Searches

In preparation for the initial meeting with a potential business seller, I have learned to do two quick searches; a Corporation Name Search and a UCC – Uniform Commercial Code Search. In many states, both searches can be conducted online through the Secretary of State website.

I conduct a search of the corporate name to learn the following:

When was the corporation formed?

Who formed the corporation the owner or possibly an agent?

Who is the registered agent for the corporation?

What officers are listed on the annual report?

Is the corporation current with the filing of annual reports?

Has there been a name change of the corporation, officers, or registered agents?

What form of corporation, i.e., C Corp, S Corp, LLC? Has this changed?

Has the corporation been dissolved, placed on revenue suspension, etc.?

I conduct a UCC (Uniform Commercial Code) searches to learn the following:

What liens have been placed against the personal property of the business?

When was the lien recorded and for what items, i.e. equipment, furniture, etc.?

Dollar amounts of the liens?

Are there any federal liens?

I have found these quick searches a vital step in the qualification process of a potential business listing. During the initial meeting with the business seller, I go over this information to make sure it is accurate.

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