LEGACY SIGNAL

# Seller Go / No-Go Scorecard

A first-pass screen for closed-company operating records. Use it before a first call, and again before approaching any buyer.

One-page working aid · Not a valuation, offer, or guarantee · Free to sellers · November 2026

This scorecard tightens who we spend time on, so sellers, estates, trustees and buyers are not pulled into a review that is unlikely to fit. A "Go" is only a green light to continue screening — not a prediction that a buyer will make an offer. Legal questions (who can sign, liens, prior sales, contracts) and technical questions (systems, access, counts) stay in separate buckets.

## HARD FILTERS · PUBLIC INFORMATION, BEFORE OUTREACH

- ☐ **Whole-company closure.** Every location is closed or closing. A single closed branch of a still-operating company is a no-go.
- ☐ **50–1,000 employees** at peak or last known. Floor raised from 25. Record the actual count when you have it, not only a range.
- ☐ **3+ years** of operating history.
- ☐ **United States.**
- ☐ **Written-work-heavy office work.** Target SIC codes: 7371–7379 (computer / software services), 7311 (advertising agencies), 8742 (management consulting), 7361 (employment agencies), 7389 (business services, nec), 6411 (insurance agents and brokers), 8711 (engineering services), 8721 (accounting and bookkeeping).
- ☐ **Closed or closing within about the last 24 months,** or announced / in Chapter 7 / a WARN notice. Treat a database deletion date as a date type, not a confirmed shutdown date.
- ☐ **A clear authority holder** — trustee, executor, owner, or counsel who can confirm who signs.

## KNOCKOUT QUESTIONS · FIRST CALL

1. **Do the systems still exist, and can someone log in or export?**
   Help desk / tickets, CRM, project tools, shared drives. If everything is wiped, or subscriptions lapsed with no export, **stop**.
2. **Is there real written work, with rough counts?**
   Tickets with replies, project threads, documents and process files. Calendars and email signatures alone are not enough. A rough count is fine; do not export or send the data yet.
3. **Can someone sign off — and is there a reason they can't?**
   Name the person who can approve a license. Stop or hold if a lender lien, a prior sale of the data, or a customer contract already forbids it.

**Pre-check, before any buyer is approached.** Ask for a screenshot of the system dashboards or a count report — not the underlying records. If the volume looks thin, stop before taking a buyer's time. Nothing moves without the seller's written approval.

## VERDICT

### GO

- Every hard filter is met (or a close is announced / in Chapter 7 / WARN inside the window).
- Systems are reachable or an export already exists.
- There is real written work, with at least a rough count or a dashboard screenshot on the way.
- Someone can sign, and no known lien, prior sale, or forbidding contract stands in the way.
- Next step: complete the pre-check, then the full seller checklist. Do not approach a buyer yet.

### MAYBE

- Most hard filters are met, but one or more facts are still unknown: size near the 50-employee floor, years unconfirmed, or the only date is a deletion code rather than a verified shutdown.
- System access, volume, or the signer is unclear, but there is someone to ask.
- Court, creditor, or contract questions still need an answer.
- Next step: clear the unknowns. Do not approach a buyer until they are resolved.

### NO-GO

- Any hard filter fails: a branch of a still-open company, under 50 or over 1,000 employees, under 3 years, the wrong kind of work, non-U.S., or a stale close with no current wind-down.
- Systems are wiped or lapsed with no export.
- No real written work — only calendars or email signatures.
- No one can sign, or a lien, prior sale, or contract already blocks a license.
- Park the matter politely. Reopen only if the facts change.

**Why the tighter screen.** There is no published figure for how often a buyer accepts a seller's sample, and we do not invent one. A nearby market (funds trialing alternative datasets) often buys fewer than a quarter of the datasets they trial, usually because the data was not useful, not because of price. In this market, micro1's CEO told the *New York Post* (November 2026) that about 200 businesses a day sign up and "the smallest ones rarely make it through," because they lack volume or complexity. A Pewter Data public guide also notes that some sellers receive no offer after review. Those are reasons to screen early — not a quote we can give a seller as their odds.

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