Jet Buyer's Guide--Upgrade Buyers

The decision to upgrade your current plane is like any other business decision. It requires careful analysis of your needs, market knowledge, process and strategy. It requires a team approach that will include accounting, legal, technical users, and end users. Understanding the current situation and clarifying what future requirements and desires will be allows you to make a sound business decision on what is the best fit for these missions.

- 👁 Understand the current situation and prepare a needs analysis to determine what aircraft and missions are required and desired

- 👁 Determine if you have the in-house expertise to properly do an unbiased needs and market analysis, if not hire a consultant to accomplish this

- 👁 Are there timing events in the future to influence the decision and delivery time frame?

- 👁 Accounting considerations

- 👁 Determine budget

- 👁 New or Used

- 👁 Trade or Sale

- 👁 Tax implications

- 👁 Input by flight department on mission parameters

- 👁 Input by senior management for future needs

- 👁 Interview primary users of needs and future needs in cabin and performance

- 👁 Evaluate aircraft models with an objective method for ranking

- 👁 Understand optional equipment and the effects on missions

- 👁 Analyze future missions requirements with future regulations

- 👁 Life Cycle Cost Analysis

- 👁 Use an unbiased buyer's agent to do market analysis and develop purchase strategy

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- Select Aircraft

- Legal considerations

- Financing pre approved

- Offer and Contract

- Pre-Purchase inspection for used aircraft, new aircraft process for monitoring through acceptance and final delivery

Hawkeye Aircraft Acquisitions specializes in the buy-side of the transaction, 30-years of experience allow us to evaluate your new solutions while assisting with the disposal of your current aircraft. Our product is the peace of mind that the most informed decision was made through objective analysis and you have maximized your value in the transaction.

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