

Serious Questions for Serious Aircraft Buyers

- 👁️ When was the last time you or your company completed the acquisition of an aircraft?
- 👁️ Do you have a structured plan from the initial due-diligence through the purchase process to final delivery? Are you comfortable with the timing and know the various steps that go along with an aircraft purchase?
- 👁️ How well do you know the dynamics of the aviation marketplace? Are you familiar with pricing and value trends? Is your information as good as the aviation insider to formulate strategic offers?
- 👁️ Data is only one part of the process, do you know how to interpret the data?
- 👁️ What is a good deal? How do you know a good deal from an OK deal?
- 👁️ Have you established other deal points and the values they represent to your organization? Do you know what other deal points might be available?
- 👁️ If you do not buy and sell planes every year, do you have the time, resources, proper knowledge, and relationships to do the transaction?
- 👁️ What is the ROI of handling the process in-house versus hiring an expert aviation acquisition team? Is your team as good as those who do this professionally?
- 👁️ How expensive is a mistake?
- 👁️ Is it standard practice in your business to solely use in-house resources for all transactions or have you sourced a third party expert?
- 👁️ Do you want the comfort of knowing you did the best for your company?

The aviation industry has changed from just a few years ago. Transactions as well as the airplanes are more complicated. It is estimated by industry sources that 85% of new and pre-owned aircraft transactions have a buyer's expert on their side.

See the Difference hiring a one on one professional expert to represent you and your company is good business, saves you money, reduces risk, and provides for a better transaction.

