

10 Questions for Serious Aircraft Buyers

- 01 How expensive is a mistake in the purchase of an aircraft or private travel solution?
- 02 Do you have a structured plan from the initial due-diligence through the purchase process to final delivery?
- 03 How well do you know the dynamics of the aviation marketplace?
- 04 When was the last time you or your company completed the acquisition of an aircraft?
- 05 Is making a solid deal for your company important to you and the organization?
- 06 Have you established other deal points and the values they represent to your organization? Do you know what other deal points might be available?
- 07 Do you have the time, resources, proper knowledge, and relationships to do the transaction?
- 08 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?
- 09 What is a good deal? How do you know a good deal from an OK deal?
- 10 Do you have a process that can stand up to scrutiny by key players in providing an unbiased outcome?

