

TRANSACTION CHECKLIST

ACQUISITION

- Sign acquisition agreement
- Receive retainer
- Determine suitable models
- Preliminary research
- Narrow down to 2-3 planes for offers
- Make offer(s)
- Sign LOI
- Determine PPI Scope and Location
- Send deposit to escrow
- Negotiate APA
- Sign APA
- Relocate Aircraft to Service Center
- Prepay PPI Costs
- Begin PPI
- Hire Management and/or Pilots
- Obtain insurance
- Secure hangar space
- Tax planning
- Secure financing
- Review PPI
- Schedule post-closing improvements

SALE (pre-closing)

- Present offer to seller
- Negotiate offer
- Sign offer
- Receive deposit
- Negotiate APA
- Sign APA
- Approve PPI work scope
- PPI prepayment
- Deliver aircraft to service center
- Begin PPI