

Dear Prospective Client:

Let me introduce myself. I have been involved in general aviation industry since I was in college, which is now (gulp!) 29 years ago. I am an ATP pilot with around 9,000 hours. I have been in aircraft sales in one form or another for much of that 28 years. I have been an independent aircraft broker for over 25 years working with all different types of aircraft, from J3s to Boeing jets. My primary focus is sales and contract acquisitions of high quality aircraft, seeking to obtain the best value of aircraft for my client's investment. I sell between 35 and 55 aircraft per year, around half acquisitions and half sales.

With respect to your desire to purchase an aircraft, here are details of the customized aircraft search and acquisition service that I offer. Often getting the right aircraft is a matter of timing, effort, and properly connecting buyers and sellers, all combined with lots of research. My extensive experience in the aircraft industry has shown me that owners who are considering selling their aircraft respond to a sales professional that has a real client who wants to buy a real aircraft. My system goes directly to all of those who own the type aircraft that you desire to purchase. I regularly use this method to locate and purchase aircraft for clients, as well as locating aircraft that I sell on commission. It allows me to provide you with the total market of available aircraft, not just from the web and trade magazines. Using my method, we get first look at the aircraft that will soon appear on the market, allowing us to find the aircraft that represents the best value for the money you wish to invest. All this service without you having to spend the time, energy, phone calls, and money it takes to separate the good aircraft from the poor aircraft.

Aircraft Search and Brokerage Agreement

- I directly contact all the owners of the type aircraft you desire, after consulting with you regarding your needs, desires, and budget.
- I determine which aircraft are actively or passively on the market.
- I collect preliminary information regarding the condition, equipment, times, and history of the available aircraft.
- I evaluate the information collected and discuss the evaluation with you.
- I recommend the aircraft, or aircrafts, I believe to represent the best value for the investment you will be making.
- I gather more detailed information on aircraft selected as needed.
- I assist you in properly pre-purchasing and inspecting the selected aircraft.
- I assist you with all paperwork to transfer ownership and ensure clear title upon purchase.

My fee for my services is in two parts. The retainer fee of \$.65 per aircraft of the type you desire is due upon execution of this agreement. Upon purchase of your aircraft, my commission is 6% of the purchase price. You are responsible for expenses of pre-purchase, title work, filing fees, and any direct

transportation cost I may incur on your behalf. We can discuss the types, makes, and models of aircraft that you wish to target before a search is begun.

I have met the needs of many clients in this fashion and would welcome the opportunity to assist you in a similar manor. To follow are references that you may contact if you wish. To accept this agreement, please sign below and send it back to me. Please expect that it will take one to six weeks to conduct this research and locate your new aircraft. If you have any questions or would like to further discuss this offer, feel free to contact me at your convenience.

Yes! Lets get started! I have read, understand, and agree to abide by the terms of this agreement.

Signed : Prospective Client Date : Today's Date

References Upon Request