



JETSALES.COM

# ACQUISITIONS GUIDE



**MESINGER**  
JET SALES

A Legacy Of Aviation Innovation



## A LEGACY OF AVIATION INNOVATION

Buying or selling an aircraft can be a daunting experience, but it doesn't have to be. Our team has the expertise, experience, insight and process you need to smooth out the bumps along the way. Whether you're buying or selling an aircraft for your business or personal use, here is a sample of what we bring to every transaction:

### DEEP INSIGHT

You won't find a more experienced or analytical team—with over 45 successful years of buying and selling aircraft worldwide. Jay Mesinger was the first aircraft broker to serve on the National Business Aviation Association (NBAA) Board through his role as the chairman of the Associate Member Advisory Council (AMAC). Jay served on AMAC for ten years and the NBAA board for six years with his terms on each, ending in 2013. We are currently members of the NBAA Leadership Council. Jay was formerly on the Customer Advisory Board of Airbus North America and Jet Aviation and now Josh is a member of the Jet Aviation CAB. Sandra Mesinger, CFO, was a CPA by trade and has been in the aviation industry for 25 years, working with our clients to assist in cost of ownership analysis and valuations. In addition, Jay, Josh and Adam are members of Gulfstream's "Key Players", representing leaders in the industry. And Jay and Sandra are members of Bombardier's "Influencers Group". Mesinger Jet Sales is also a member of the European Business Aviation Association (EBAA) and the Colorado Aviation Business Association (CABA). Josh is on the Business Aviation Management Committee within NBAA. Adam was formerly a member of the StandardAero Customer Advisory Board and now, Andy Weibel, Technical Director, is a member. Everyone in our company has a passion for and commitment to our industry.

### PERSONALIZED SERVICE

Each transaction is unique—and we treat each one with the care and concern it deserves. We leverage our collective knowledge and experience to customize the process for your specific needs and apply an unparalleled level of intelligence and skill to successfully complete your transaction.

### NOTHING LEFT TO CHANCE

Through every step of the process—whether it's a listing, a showing, a viewing, an inspection or a closing—our team is there for every key moment of the transaction. We anticipate and respond to your needs, large or small.

### SMART COLLABORATION

You don't just get the know-how of one professional on your side. With Mesinger Jet Sales, you get the collective benefit of a close-knit team of experienced, smart and motivated professionals. We're a family-owned business and when you choose to work with us, you become part of our family.

**With Mesinger Jet Sales, the choice is easy. Our job is to make buying or selling an aircraft seamless, effortless and satisfying.**

**To talk to us further, call +1 303-444-6766.**



## THE BEST DEAL.

At Mesinger Jet Sales, we know that the best deal does not necessarily mean buying the cheapest plane, but the best plane. It means buying the right aircraft type for your mission and preferences—and buying it at the best possible price with the right terms.

### FOR OVER 45 YEARS, WE HAVE HELPED CLIENTS DO JUST THAT: MAKE THE BEST DEAL POSSIBLE.

When you hire us, you're hiring a partner and broker who is much more than your typical broker. We have a proven process that includes an unwavering commitment to thorough due diligence and successful negotiating skills. We are your partner in your aircraft acquisition. Here are ways that we make a positive difference in your acquisition:



#### ACQUISITION EXPECTATIONS:

Nothing hurts the aircraft ownership experience more than entering it with mistaken expectations. We strive to understand your mission, budget and desires before starting any project. We then use that understanding to help you interpret your options and establish expectations about performance and costs before you buy to help create a positive experience from the beginning.



#### MARKET INTELLIGENCE:

Our strong global relationships, extensive experience in the many major aircraft types and constant research provide us the best market intelligence possible to help us navigate the competitive market and recognize value opportunities for you.



#### SOURCING AIRCRAFT:

We evaluate aircraft worldwide, both on and off the market. We turn over every stone in our search: proactively communicating with the industry influencers and owners of the specific make and model we are pursuing. Our positive reputation precedes us, enabling us to often be informed of opportunities ahead of the rest of the industry.



#### DUE DILIGENCE:

Once we have identified a target aircraft, we build the right team with you to evaluate it to minimize your risks and costs. We ask the important questions and review the aircraft and its logs and records before you invest in a pre-purchase inspection or risk your deposit.



#### NEGOTIATING:

We work closely with your tax and legal advisors throughout the acquisition process to develop offer letters, contracts and negotiating strategies.



#### INSPECTION:

We are onsite at key times throughout the pre-purchase inspection, helping understand discrepancies and continue learning about the aircraft to help you make the best and most informed decisions possible prior to completing the transaction and protecting your investment.



#### CLOSING:

We assist with the preparation of the documents required for the closing of your acquisition and oversee the process to help ensure a smooth and successful process.

**This isn't business as usual. This is THE BEST DEAL. Isn't this the kind of transaction you want—with the industry experts on your side?**



## CODE OF ETHICS

### MESINGER JET SALES SHALL:

- (i) Always maintain the highest standards of professionalism in all dealings related to a client's business and in the representation of the client's interest.
- (ii) Work exclusively on behalf of the client who has hired us.
- (iii) Immediately upon receipt of any offers for aircraft or information about a client's sale or acquisition, present such offer or information to the client exactly as it was received.
- (iv) Not accept a commission from any party other than the client in connection with any transaction.
- (v) Not compensate, directly or indirectly, any third party in connection with any transaction unless it is requested and approved by and with full disclosure to our client.
- (vi) Not hold any ownership or interest in any aircraft for which Mesinger Jet Sales is acquiring or selling on behalf of a client.
- (vii) Not hold any interest in other entities whose services Mesinger Jet Sales recommends that a client use or receive any benefit, financial or otherwise, as a result of a client's use of such services.
- (viii) Never knowingly mislead a client or prospective client about the market value of an aircraft.
- (ix) Always present, to the best of our knowledge, accurate details and representation about an aircraft for sale or an aircraft being considered for purchase and make truthful representations to the client and the public.
- (x) Keep all client and transaction details confidential unless otherwise authorized to disclose such information by the client.

