



JETSALES.COM

SALES 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.



SUCCESS.

Success in an aircraft transaction is defined as a completed transaction with the sale price maximized, costs minimized, expectations met and a low stress level throughout the process. We leverage our extensive knowledge and global relationships to empower our clients to establish accurate expectations and make knowledgeable decisions as we facilitate the sale of their aircraft.

AT MESINGER JET SALES, WE MAKE THE TRANSACTION A SUCCESS.

For over 45 years, we have been a world leader in buying and selling private jets, and we have built a legacy of aviation innovation. When you choose Mesinger, you're choosing far more than a typical aircraft broker. Here are ways where we make a positive difference in the sale of your aircraft:



PRICING:

We combine our expertise with global market intelligence to recognize where your aircraft fits into this competitive market and build a strategy that maximizes your sale price and draws the right attention to your aircraft.



UNDERSTANDING FOR REPRESENTATION:

Understanding the unique details of your aircraft is paramount to a successful and timely sale. When we list your aircraft, we do our due diligence: we travel to your hangar to read the logs and records and see your aircraft in person. We assist your flight department in building specifications to help buyers quickly understand the details about your aircraft, resulting in an easier and more successful transaction. Our high level of attention to your sale sets our presentation apart from our competition.



MARKETING:

We have a legacy of innovative aircraft marketing to best tell the positive story about your aircraft. We employ a unique set of comprehensive tools including detailed specifications, professional photography and video, blogs and proactive communication with global reach.



SALES PROCESS:

We are proactive in our sales efforts—continually calling other brokers, dealers, aviation attorneys, lenders and management companies to promote your aircraft's value proposition. We regularly update you on our marketing, prospective buyers and the competitive market. And, we help you prepare for the closing of the transaction and continue to follow up long after the sale is complete to ensure that post-closing details were accomplished.



GROUP APPROACH:

Because we work as a group, we are available and we will respond quickly when you or prospective buyers have questions or require information.



SHOWINGS:

We are onsite for key aircraft showings, explaining the specific details about your aircraft to the buyer's team, answering questions and gathering information when they are reviewing your aircraft.



NEGOTIATING:

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



INSPECTION:

Our unique personal management of the pre-purchase inspection helps maximize return and minimize expenses when selling an aircraft. We are onsite at key times throughout the inspection, helping navigate discrepancies and options for corrective action, keeping the inspection facility focused and working to maintain a smooth and successful project.

**This isn't business as usual. This is SUCCESS.
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.

