



Sales Procedure Overview

The majority of the marketing processes utilized by GAS will ensure your aircraft is professionally represented globally. With the knowledge of our team, we will present the unique advantages of your aircraft to a targeted audience using advanced technology, exclusive to GAS, ensuring your aircraft will be professionally represented around the world. General Aviation Services will publish your aircraft in all major aircraft sales publications, listing services and aircraft sales websites; including our own. We will strategically send out e-mail broadcasts through the dealer/broker outlets, to our extensive client database, as well as to those current owners that are most likely to move into your aircraft.

Upon receipt of an initial offer from a qualified buyer, GAS will expeditiously notify you of receipt and advise of any counter offer options if necessary. Upon mutual agreement on the aircraft Letter of Intent, GAS will work with You to negotiate the terms and conditions of the sale that are to be part of the Aircraft Purchase and Sale Agreement. As a NARA member, we can utilize a generally accepted NARA standard agreement that can be modified to meet your needs. If preferred, we can work with your counsel to develop a customized agreement specific to you. Should you not have counsel with aviation experience, GAS can provide a list of recommended aviation attorneys for you.

General Aviation Services advises to expect that a pre-purchase inspection of the aircraft will be conducted which may require you to rectify airworthy discrepancies of the aircraft. The pre-purchase inspection work scope and location will vary, as will the resulting financial exposure to you of such an inspection. Due to GAS's unparalleled knowledge of the inspection process along with the understanding of the technical and regulatory factors that cause unneeded expenses, GAS will advise you on ways to limit exposure.

Upon satisfactory performance of both buyer and You per the requirements of the Aircraft Purchase and Sale Agreement, General Aviation Services highly recommends the aircraft transaction take place utilizing an Aviation Title and Escrow Agent. There are several escrow companies located adjacent to the U.S. FAA in Oklahoma City, Oklahoma. The escrow agent will work closely with GAS to ensure all required documentation are in their possession in order to transfer the aircraft with free and clear title to the buyer. At closing, the aircraft title and registration are transferred at the FAA simultaneously with the release of funds to you (provided there are no current liens on the aircraft).

General Aviation Services will make certain that closing takes place in the most tax-friendly location for you.

