



SALES AND ACQUISITION SERVICES

# The Ultimate Client Service Experience Awaits







## CONSULTATIVE AND OBJECTIVE APPROACH

# Arm yourself with every advantage

The act of buying or selling a private jet is a complex, individualized and multifaceted transaction. Prospective buyers and sellers benefit exponentially from working alongside a consultant with deep aviation expertise across all original equipment manufacturers.

At Skyservice, we take a comprehensive approach to supporting our clients throughout their aircraft ownership life cycle by creating value at each touchpoint. With more than 36 years of experience in aviation, we lead the industry in managing, operating and performing maintenance on hundreds of aircraft types. This first-hand knowledge allows us to empower you with all of the necessary information to understand the intricate details of a sale or purchase – from all leading OEM brands.

For purchasers, we guide clients through a needs assessment, initial aircraft sourcing, negotiation and purchasing decisions. Our involvement often expands to include aircraft management services where we support daily activities such as flight operations, crew employment, maintenance, and much more. For sellers, we advise on preparing your aircraft for sale and maximizing its value and appeal in the marketplace.

### **IADA-CERTIFIED SALES TEAM**

Skyservice's membership in the International Aircraft Dealers Association (IADA) attests to our commitment to provide an exceptional, consultative and proactive sales and acquisition process for all clients.

Our professional, IADA-certified sales team offer unbiased opinions and consultative advice that adds value to every aircraft purchase and disposition. With our IADA broker network accreditation, we have access to qualified purchasers globally.

Only the best and most trusted aircraft sales specialists are invited to join this prestigious organization, which requires adherence to a stringent code of ethics. When you work with Skyservice, your transactions unfold with honesty and transparency.



## AIRCRAFT ACQUISITION

# Secure the aircraft you want and need

The Skyservice acquisition team has deep expertise in aircraft acquisition and an even deeper commitment to providing exemplary client service. Our holistic, client-centered approach supports and informs aircraft buyers as they evaluate buying opportunities.

We facilitate the purchase of factory new and pre-owned aircraft from all original equipment manufacturers, including Bombardier, Dassault/Falcon, HondaJet, Gulfstream, Textron, Embraer and more. We understand each model's pros and cons and provide all the detailed information and nuances of various models, mission profiles, interior configurations, onboard amenities and maintenance requirements.

### **Access to the vast global network**

The business aviation market is geographically vast. The aircraft you seek, complete with your "must haves" list, may be available overseas, which necessitates on-the-ground market expertise that spans across multiple continents and cultures. We track listed — and "off market" — aircraft throughout the world and regularly connect with our global network. This insider knowledge includes data on recent aircraft sales, including amenity and aircraft condition reports, that create clear advantage for our clients during negotiations.





**Our value-added buying process includes:**

**Pre-purchase inspections (PPI):** When you buy an aircraft, it's essential to get a pre-purchase inspection by a team you can trust. Skyservice has extensive maintenance credentials for both private and commercial aircraft. We are an approved aircraft maintenance organization (AMO) with Transport Canada, certified with the FAA and EASA, and proudly serve as an authorized service center for Bombardier, Dassault/Falcon, Gulfstream, HondaJet and Honeywell and GE engines. Trusted for more than 36 years by astute aircraft owners, brokers and pilots, a Skyservice PPI protects your interests, verifies the aircraft condition, and ensures the purchasing process is fully transparent.

**Expedited closing process:** Our comprehensive approach includes a streamlined closing process to accelerate escrow, legal review and communications with oversight agencies.

**Upgrades and refurbishment to maximize value:** Much like a home, today's aircraft can be customized and upgraded to meet the desires, preferences and needs of

its owners. Clients work with us to transform their aircraft interiors and exteriors to reflect their own personal style, incorporate modern design elements, including connectivity upgrades, and reconfigure seating areas.

**Skyservice's managed services programs for seamless post-purchase operations:**

Our team's highest priority is to ensure your satisfaction and establish a long-term working relationship with you as an aircraft owner. Unlike traditional brokers, we don't disappear after the transaction closes. Once your purchase is complete, we will introduce you to our managed aircraft team and our Apex and Velocity programs. Designed to create an effortless and scalable approach to aircraft ownership, our managed services are a smart choice for owners who want the conveniences of flying private without the complexities of operating their own flight departments.

## EXPERTISE IN AIRCRAFT SALES

# Market your aircraft to maximize its value

The Skyservice sales team delivers the strategic, targeted approach that discerning owners require when selling an aircraft. Extensive market research, insider knowledge and a full analysis of your aircraft help us craft an innovative marketing strategy to bring in the right qualified buyer.

We deliver the strategic, targeted approach that discerning owners require when selling an aircraft. Extensive market research, insider knowledge and a full analysis of your aircraft, including on-site inspections and review of all regulatory filings and maintenance records, help us craft an innovative marketing strategy to bring in the right qualified buyer.

The most interested buyer for your jet may be new to business aviation, live thousands of miles away, or may only plan to search their local market. With Skyservice, your aircraft is marketed to a global audience to secure timely, attractive offers. In addition to generating organic leads from our daily market transactions, we actively promote your listings across a wide range of buyer communication channels, oversee and negotiate offers and provide consistent, customized reporting so you are informed at all stages of the disposition process.

For cross-border transactions, we have the necessary resources and tools available to ensure compliance, such as aircraft importation/exportation procedures, as well as expert legal support and customs consulting. Additionally, our strong operator relationships enable Skyservice to best promote your aircraft for sale and gain access to a much larger pool of potential aircraft for purchase.





### **Boost the value of your aircraft prior to sale**

Much like a home, today's aircraft can be upgraded to maximize valuations and appeal to more buyers. Clients who list their aircraft for sale often work with us to modernize the interiors. We partner with high-quality craftsmen for all exterior paint applications and interior finishings – including designer upholstery, luxurious leathers, specialty wood veneers, sustainable carpets – to outfit your cabin area to meet your exact specifications.

The installation or upgrade of avionics equipment is another popular choice that digitizes the cockpit and improves the entertainment and connectivity options for passengers. When it comes to avionics, our qualified technicians consult with you to select the best system for your aircraft and advise on any regulatory mandates that are in place or avionics systems becoming obsolete on your specific aircraft.

## **Canada's exclusive HondaJet sales and service representatives**

Skyservice proudly serves as the exclusive authorized sales and service center for HondaJet in Canada. As experts in all HondaJet models, we can guide you through the evaluation and purchasing process to ensure the HondaJet you select is the perfect match for your needs.

With its unique over-the-wing engine mount, HondaJet engineered its breakthrough design after more than 20 years of extensive research and development. This innovative technology not only breaks the conventional mold set by the aerospace industry, but also provides category-leading advancements such as a more spacious cabin, noise reduction and increased fuel efficiency.



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