



THE ULTIMATE GUIDE TO THE PRIVATE JET ACQUISITION PROCESS

A 7-Step Playbook for a Secure & Successful Purchase

A Flawless Acquisition Doesn't Happen by Accident

Welcome to the definitive guide for acquiring a private aircraft.

Buying a jet is a landmark achievement. It is also a complex process where technical, legal, and financial risks are immense. A broker's job isn't just to find an aircraft; it's to protect their client's interests at every single stage.

This guide is our internal playbook. We've refined these 7 steps over two decades of managing high-stakes, international acquisitions. It is designed to demystify the process, empower you to ask the right questions, and show you how we ensure a flawless transaction.

— The 5 Star Jets Team

The 7 Steps of a Flawless Acquisition

Step 1: The Initial Consultation (Defining the Mission)

What we do: We conduct an in-depth analysis of your typical travel patterns, passenger load, budget, and operational goals.

Why it matters: This allows us to create a detailed "Mission Profile" that identifies the **perfect category** of aircraft for your specific needs, preventing you from over- or under-buying.



Step 2: Sourcing the Aircraft (On & Off-Market)

What we do: We leverage our global network to source qualifying aircraft. This includes publicly listed planes and, crucially, exclusive "off-market" opportunities.

Why it matters: The best aircraft often sell before they are ever listed. Our network gives you access to a hidden inventory, ensuring you see the best possible options.



Step 3: The Letter of Intent (LOI) & Offer

What we do: Once an aircraft is selected, we draft a formal, legally binding Letter of Intent (LOI) outlining the purchase price, deposit, PPI terms, and closing timeline.

Why it matters: A strong LOI is a strategic document that locks in the aircraft, defines the seller's obligations, and protects your deposit.



Step 4: The Pre-Purchase Inspection (PPI) - The Most Critical Step

What we do: We coordinate and oversee an exhaustive "nose-to-tail" technical inspection at a certified, independent facility.

Why it matters: The PPI is your only defense against hidden defects. We analyze the results to identify any discrepancies, which we then use to negotiate price reductions or repairs on your behalf.



Step 5: Negotiation & Contract

What we do: After the PPI, we negotiate the final, detailed purchase agreement with aviation attorneys.

Why it matters: We ensure the contract protects you from all liability and that all terms are met before any funds are released.



Step 6: Title Search, Escrow & Registration

What we do: We manage the complex financial closing, including secure escrow, an international title search, and FAA or other registry management.

Why it matters: This guarantees a clean, legal transfer of ownership, free of any liens.



Step 7: Final Acceptance & Delivery

What we do: We conduct a final acceptance flight and coordinate the physical delivery of the aircraft to your home hangar.

Why it matters: Our job isn't done until you are 100% satisfied and the keys are in your hand.



The 5 Star Jets Advantage: Your Buyer's Agent

Why do you need an expert agent? The seller's broker has one fiduciary duty: to get the highest possible price for the seller.

Our duty is 100% to you, the buyer.

As your dedicated Buyer's Agent, we:

- ✓ **Provide Unbiased Analysis:** We are aircraft-agnostic. We don't push one brand; we find the right asset for your mission.
- ✓ **Access the "Hidden Market":** We find you aircraft that are not publicly for sale.
- ✓ **Manage the PPI:** We are your technical expert on the ground, translating complex inspection reports into clear business decisions.
- ✓ **Negotiate for You:** We use the data from the PPI and the market to negotiate on your behalf, often saving our clients millions—far more than the cost of our service.

Frequently Asked Questions (FAQs)

1. How long does the aircraft acquisition process take?

A typical acquisition takes between **4 to 8 weeks** from a signed Letter of Intent (LOI) to the final closing. The most time-consuming part is the Pre-Purchase Inspection (PPI), which can take 1 to 3 weeks.

2. Why do I need a Buyer's Agent? Can't I just use the seller's broker?

The seller's broker has a legal, fiduciary duty to the seller. As your dedicated **Buyer's Agent**, our only duty is to **you**. We protect your interests, manage the technical PPI, and leverage findings to negotiate the purchase price down on your behalf.

3. What is an "off-market" aircraft, and can you really find them?

Yes. "Off-market" aircraft are for sale but not publicly advertised. We leverage our global network of owners and operators to access this "hidden inventory," providing you with access to better-maintained aircraft with less competition.

4. How is 5 Star Jets compensated for an acquisition?

We work with complete transparency, typically on a fixed-fee basis or a small percentage of the final purchase price, agreed upon upfront. Our service frequently pays for itself, as the savings we secure during post-PPI negotiations often far exceed our fee.

5. Do you also handle the legal and tax structuring?

While we are not tax advisors or attorneys, we act as the "Project Manager" for the acquisition. We work directly with your chosen legal and tax teams to ensure the aircraft is structured in the most compliant and tax-efficient way possible.

Ready to Define Your Mission?

Your perfect aircraft is out there. Let us find it for you.

Contact our acquisition team for a complimentary, no-obligation consultation to discuss your aviation goals.

5starjets.com

aleon@5starjets.com

+1 561298-0336

