

Purchasing Evaluating Airplanes

Brian M. Jacobson

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Brian M. Jacobson : Purchasing Evaluating Airplanes before purchasing it in order to gage whether or not it would be worth my time, and all praised Purchasing Evaluating Airplanes:

0 of 0 people found the following review helpful. Good bookBy Earl the PearlI enjoyed the author's review of how to evaluate the pricing of buying and selling airplanes. It was well thought out and a good primer for anyone considering a purchase or sale.0 of 0 people found the following review helpful. fun fast readBy bentgrima fun fast informative guide to buying a plane interesting for the new and old pilot who is in the market for a plane0 of 0 people found the following review helpful. Good readBy Rodney L. KeeleyIf you are in the market for your first airplane, this is a good and informative read. used it as a guide to buy my first.

Purchasing Evaluating Airplanes is the most in-depth book on how to buy an airplane you will find anywhere. It describes the mandatory steps that you must take if you are to make a successful purchase. Most buyers have no idea what needs to be done from the very first moment they start thinking about ownership right through the very critical closing. Purchasing Evaluating Airplanes explains those steps and guides you through the entire process. If you believe that you can buy an airplane using the same techniques you use for an automobile you are going to be very disappointed with your purchase, yet every day that's what people do. The more knowledge you have when you enter the used aircraft market the better off you will be, and Purchasing Evaluating Airplanes will supply you with the information, techniques, and procedures you need to know. This book is an easy read, and it is packed with solid

information that is the result of 27 years experience in the aircraft market.

"Here's an in-depth review of how to maximize the value of your aircraft investment. Buying an airplane is not easy. Reading this informative book is." -- Kenneth Dantzig, President, International Aircraft Sales Corporation. "Purchasing Evaluating Airplanes is the most important book ever written for the aviation community. It is 100% on target and should be a prerequisite for everyone buying or selling an aircraft." -- Richard Kohn, Executive Director, National Aircraft Appraisers Association

From the Author I wrote Purchasing Evaluating Airplanes because in my business as an aircraft appraiser I continually run into people who bought airplanes they had no business buying. They got stung, and they shouldn't have. Buying an airplane is hard work if you are to do it right, and my book will tell you how to go about your job of finding the best airplane you can for the money and insuring that it is what you think it is. The book is written mostly in story form and advises you how to avoid becoming one of those who has a "horror story" to tell. Very often those who get stung on an aircraft purchase find soon themselves out of aviation completely, and it is a shame because those are people who could offer a great deal to general aviation as a whole. Purchasing Evaluating Airplanes is the best insurance you can get against a bad purchase, and it is the only book you will need to buy your dream airplane.

From the Back Cover Brian M. Jacobson began his career in aviation in 1971 buying and selling airplanes. Since then he has been instrumental in the purchase and sale of all types of general aviation aircraft. A full-time professional aircraft appraiser, he evaluates aircraft for those with a need to know their market value, buys airplanes for people who lack the knowledge or time to pursue the market, and assists businesses and individuals in determining the best solution to their travel problems. His first book was published in 1996. He is a contributing editor to Aviation Safety and IFR Refresher Magazines and a contributor to Plane Pilot and Pilot's Audio Update.