

Airplane Seller's Checklist

Selling your plane with Goodrich Aviation is a great decision. This checklist was developed to help you gather all the information we will need to get your plane properly valued and on the market as easily as possible.

This may take you a little while depending on how organized your records are and how close your plane is. However, we think you will find it time well spent since other brokers that will need the same information and cost thousands more.

Administration:

- Call Doug Goodrich at 607-821-2982 and learn all about our system for selling your plane and our super low fix-commission broker's fee.
- We will send you the Listing Agreement. Please read it completely, sign it and email it back to us. **Do not fill out the credit card information**, we will call you to get the number — this keeps your credit card number secure.
- We will email you a link to a Google Drive folder to upload photos and documents.
- Please keep your plane fully insured during the sales process.

Information Collection:

- Get your all your logbooks and aircraft documents together.

Photos:

Take all of these photos and upload them to the Google Drive folder link emailed to you. The pictures will be best if the plane is clean and outside on a nice, bright day. Because we use a file sharing link and not email, you can take high resolution photos — the bigger the better. Advertiser like Controller.com will reduce the resolution automatically, but on GoodrichAviation.com, we can display your photos in all their glory.

Here is what to photograph:

- All of your logbooks covers together (it shows you have them all)
- Whole instrument panel
- Close up of avionics
- Front seats
- Back seats
- Baggage area
- Side shots of the aircraft from several angles
- Wing leading and trailing edge
- Tail from both sides
- Closeup of any options like at an AOA, speed mods, LED lights, etc.
- Any dents, dings, or damage (we may not post them but we would like to know of them)
- Any other pics you think are relevant
- Upload them to the Google Drive folder

Goodrich Aviation

Aircraft Sales

607-821-2982

In this digital age, most aircraft owners have already made copies of their logbooks, but if you haven't yet, now is the time. Anyone interested in your plane will want to have a look at your logbooks and show them to their mechanic. If you need to make copies, we recommend using a scanning app on your smartphone. We use CamScanner for Android and JotNot for the Iphone. It is best to get the paid version. Often free versions have limitations to get you buy the app. You don't want to get half way through scanning your logbooks and find you are limited in the number of pages you can scan. It will take a little time but it's worth it even if you don't sell your plane. Do a separate file for each of your logbooks — airframe, engine(s), prop(s), avionics, or if you have multiple logbooks for your airframe. Save the scanned file to a PDF format so it easy to share.

- Logbooks scanned
- Latest weight and balance form scanned
- FAA 337 forms for major repairs or modifications scanned
- Upload them all to the Google Drive folder

Options & Description Doc:

In your Google Drive folder will be an Doc named with your aircraft's registration number and Options and Description (i.e. N123AB Options & Description). This doc will be the place where you can tell us more about your plane, its condition, equipment, options, and times.

- Fill out the Options & Description form

Let Us Know Your Done:

Once you have done all of the above. Send an email to Doug@GoodrichAviation.com and let him know that all the pictures and documents are in the Google Drive folder. It is now in our hands and we will get the plane listed within 3 days.

- Email Doug@GoodrichAviation.com that the info is ready

Showing and Pre-Purchase Inspection

Soon we will have a buyer wanting to see your plane. Please do your best to be available and flexible to make it as easy as possible. Every situation will be different and we will go over it in detail prior to the the buyer's visit. **The biggest thing to keep in mind is to never negotiate at this point.** The buyer may try, but please direct them to us to discuss the deal. You have a much better chance at a higher price by using a middleman during the negotiations. We will have instructed the buyer to only negotiate with us, so if he tries to begin negotiating with you, it is because he understands that it is to his advantage (and your disadvantage) to work on you directly to get the best deal. Don't fall for it.

Every situation is different, but it is our belief that a purchase agreement should be signed and a deposit in escrow prior to the plane going to pre-purchase. This is for your protection. It also settles the price negotiation. If something significant comes up during the inspection, we can focus on negotiating for that item only and not on the entire value of the plane.