

# MAXIMIZING YOUR PHENOM 300 VALUE

A Comprehensive Guide By Jecobra Aviation

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# YOUR PHENOM 300

YOUR PHENOM 300 IS NOT ONLY ONE OF YOUR MOST VALUABLE ASSETS, BUT THE CORNERSTONE OF YOUR BUSINESS AND TRAVEL LIFESTYLE.

As the Phenom 300 experts, we at Jecobra Aviation feel obligated to reach out and inform you about the current conditions of this white hot market, and how Jecobra Aviation is the team to trust with your Phenom 300 transactions and management.



# THE OPTIMAL TIME TO SELL IS NOW



**NOW IS THE OPTIMAL TIME TO TEAM UP WITH US TO RECOUP THE MAXIMUM VALUE OF YOUR PHENOM!**

It remains a seller's market and bonus depreciation is poised to continue to drive sales throughout 2024.

Our lead tracking shows as many buyers currently in the market as there is inventory, which is quickly declining.

Now couldn't be a better time to consider the sale of your plane with the right team to represent you!

## MEET BRANDON SAPP



**BRANDON BOASTS OVER 14 YEARS OF SPECIFIC PHENOM 300 EXPERIENCE AS AN AIRCRAFT MANAGER, PILOT, MENTOR PILOT, EXAMINER, AND BROKER.**

He was one of the first type-rated Phenom 300 pilots in the world, amassing more than 5000 hours of Phenom 300 flight time since 2010.

Since the beginning, Brandon has advocated the Phenom 300 as the most capable light jet ever built and consequently dedicated his career to being an expert in the sale, management, and operation of the Phenom 300.

With countless Phenom transactions globally, Brandon has the experience to maximize the value of your Phenom while minimizing your liabilities. When buyers call to inquire on a Jecobra Phenom listing, they won't get an answering service; they'll get Brandon Sapp personally 7 days a week.

# NEGOTIATING POWER

Our experience allows us to sell your aircraft in ways many others can't.

We can walk buyers through every aspect of acquiring your plane and operating it post-sale.

CALL US





# JECOBRA AVIATION ADVANTAGE

CALL US

## OUR EXPERIENCE ALLOWS US TO SELL YOUR AIRCRAFT IN A WAY MANY OTHERS CAN'T.

Jecobra provides part 91 management, allowing some buyers a turnkey solution to acquiring your plane they need in order to proceed with confidence.

Our intimate knowledge and experience allow us to compare the other Phenom's on the market in depth by options, time, programs, configuration, maintenance and condition.

Many buyers are upgrading or downgrading from another aircraft. We eliminate the hurdle of needing to sell first by offering trade ins with every listing we have.



# ELEVATED BUYER EXPERIENCE

CALL US

## OUR EXPERIENCE ALLOWS US TO SELL YOUR AIRCRAFT IN A WAY MANY OTHERS CAN'T.

Jecobra routinely purchases trade-ins toward our listings giving our clients options other firms simply can't afford.

Some planes need some TLC, and we promote that as a benefit to the buyer.

Our experience in upgrading paint, interior and options allows us to quickly offer a path to the perfect or personalized airplane for our buyers.

# THE JECOBRA DIFFERENCE

CALL US







## RELENTLESS RESEARCH

### INFORMATION IS POWER

Jecobra Aviation deploys a relentless approach of vigilant awareness and persistent outreach to ensure our clients have the unique benefit of being first to act when an opportunity arises.

Buyers know they can come to Jecobra for the best advice and trust our listings are fully vetted and priced to the current market.

# FIRST IMPRESSIONS MATTER

JECOBRA AVIATION HAS ONE OF THE MOST INTUITIVE MARKETING STRATEGIES IN THE BUSINESS!

Starting with our photo shoots which are always done in the right conditions with professional experienced aviation photographers.

We go the extra mile to make sure our client's Phenom's are presented in the highest quality.

We always provide excellent promo video's, detailed photo links, and 360 virtual cabin tours of our Phenom listings.





# MARKETING STRATEGY

CALL US

We post on various aviation sites not just controller and have multiple resources to get our listings out to every corner of the world.

Some of our techniques and innovative strategy are proprietary but have proven to be very effective selling our phenoms.

We maintain an extensive database in our lead system to assure we continue to follow up with potential buyers and keep our listings in front of them.

Our marketing packages we send out include brochures with full specifications, maintenance status, due list, and highlights.

We intimately get to know the specifics of every listing so that we can provide the narrative that differentiates your airplane from other listings.



# METICULOUS MAINTENANCE PLANNING

CALL US

**MAINTENANCE SCHEDULES AND PRE PURCHASE INSPECTION PROCEDURES ARE CRITICAL TO THE VALUE OF THE SALE OF YOUR PLANE.**

We thoroughly review your aircraft's maintenance status prior to appraising and bringing it to market.

Trust the experts at Jecobra Aviation to facilitate the maintenance implications of your Phenom 300 transactions to ensure maximum return on your money and minimal downtime all while ensuring minimal liability in a pre-purchase inspection.



# BULLETPROOF LEGAL

CALL US

## A GREAT DEAL STARTS AND ENDS WITH A BULLETPROOF CONTRACT.

We fight tooth and nail alongside our expert counsel to ensure your council receives the best representation throughout the negotiation process to ensure the buyer performs and you are protected.

No letter of intent or purchase agreement is the same, nor should it be. We negotiate and scrutinize our contracts with the best aviation legal counsel in the business before thoroughly presenting to our clients and their council.

# COMPREHENSIVE ACCOUNTING

CALL US



**OUR ACCOUNTING PHILOSOPHY AT JECOBRA IS SIMPLE YET NON-NEGOTIABLE.**

Every dollar has an assignment, and every dollar is accounted for. We have 14 years of experience tracking and anticipating every financial aspect of Phenom 300 ownership, so you don't have to stress over transaction-related expenses.



# GLOBAL PHENOM NETWORK ACCESS

CALL US

**OVER THE YEARS, WE HAVE CULTIVATED A VAST NETWORK OF QUALIFIED PHENOM 300 BUYERS AND SELLERS.**

This network gives you exclusive access to a range of quality options, ensuring that we can find the perfect buyer for your current Phenom 300 and the perfect upgraded replacement aircraft.

We work closely with the best firms in the business to ensure they are always comfortable representing their client with a Jecobra listing.

Broker relationships and professional courtesies are paramount in Jecobra's interaction with our competitors.

JECOBRA AVIATION IS THE LEADING EXPERT IN PHENOM SALES

# WANT A CONSULTATION?

Call us today and get a full consultation of the current market, the appraisal value of your airplane, and an overall strategy that will sell your Phenom for full market retail.

CALL US

EMAIL US

