



AGL's Guide to Aircraft Financing and Insurance Simplifying the Path to Aircraft Ownership

Guidebook





Welcome to



Congratulations on your journey toward aircraft ownership!

Whether this is a business decision, or the realization of a lifelong goal, Aircraft Guarantee and Lending (AGL) provides you with personalized solutions and expert guidance to make your aircraft purchase with confidence. With a passion for flying and over 50 years of experience in general aviation, our mission is to empower people to give flight to their dreams.

Not sure where to start ?

We developed this step-by-step guide to help set the stage for a smooth and successful transaction.



Step 1: Define Your Mission

Successful aircraft ownership starts with clear goals and needs

Key Questions to Consider

What is your mission?

Define your typical flight profile. For instance, is it short personal trips (200–300 miles) or longer business commutes?

200
Mile trips

Cessna 172,
Cirrus SR22

500
Mile trips

Beechcraft
Bonanza

1000+
Mile trips

Pilatus
PC-12

What type of aircraft do you need?

Match your mission with the best aircraft type.

What's your budget?

Consider upfront costs and ongoing expenses like fuel, maintenance, and insurance.



Aircraft Ownership Costs

2021 SR22 G6, Appx \$900K, 130 hours TTAF/SNEW



Aircraft Price \$ 900K

Monthly Payment: \$5,600/mo (20% down, \$720K loan at 7% with 20 years)

Annual Insurance: \$4,000/Year

Fuel: \$625/mo (assuming 100hrs/year flying, 15gph, \$5/gallon)

Maintenance: Engine Reserves: \$188/mo engine reserves (1870hr TBO, \$41,000 overhaul, 100hrs/year usage time)

Annual Inspection: \$4,000/year

Hangar Fees: \$1,000/mo depending on location

Total Monthly Ownership Expense on a Cirrus SR22: \$8,000 including loan payment. \$2,500 without loan payment.



Step 2: Get Pre-Approved

Pre-approval positions you as a serious buyer and prevents any financial surprises.

Why Pre-Approval Matters

- Protects your deposit (often non-refundable)
- Provides clarity on your budget and loan terms
- Gives you leverage when negotiating with an aircraft seller

Checklist: Pre-Approval Documents

- Two years of tax returns
- Month-end bank statements
- Driver's license or government ID
- Details of other assets/liabilities

Pre-Approval Timeline



What Impacts my Interest Rate?

Credit score, aircraft type and age, and aircraft usage (e.g., personal vs. commercial).

Step 3: Find Your Aircraft

With pre-approval secured, you're ready to shop!

Checklist: Steps to Aircraft Purchase

1. Partner with a reputable broker who can help you find the right aircraft for your mission and budget.
2. Share aircraft specs and listing info with AGL for financing eligibility review.
3. Make an offer on the plane. (The right broker will negotiate for you.)
4. Sign an aircraft purchase agreement.
5. Send supporting files to AGL (This will be detailed in your approval information)
6. Complete a pre-purchase inspection. (Unless recent annual suffices)
7. Set closing date. (Allow time for pre-purchase inspection.)
8. Bind insurance.



Pre-Buy Basics

- Review Logbooks & Aircraft History
- Exterior Condition – Flight Controls, lights, brakes & tires
- Mechanical Condition – Engine, props, fuel tanks, avionics

Step 4: Closing the Deal

Closing typically occurs about 3 business days after you complete your pre-buy and accept the airplane. The bank will use this time to finalize your loan terms and generate the loan contract for signing.

Checklist: Ready for Closing

- Final inspection completed and aircraft accepted
- Loan approval finalized
- Down payment wired to escrow



What Escrow Handles:

- Title verification and lien clearance
- Refundable and non-refundable deposits
- FAA Bill of Sale filing
- Registration processing
- Transfer of funds at closing between the buyer, seller, bank and any other parties

Your Finance Partner Matters

At AGL, your needs come first. As a broker, we don't just use the big banks – we have access to local banks that don't always advertise their aviation programs. This means we can find funding options even in uncommon scenarios that require out of the box solutions.

When you call AGL, a real person answers the phone. Our team is not your typical group of bankers – our staff are pilots and aviation enthusiasts excited to help you take flight. This customer-centric focus makes us far quicker and more personalized than our competitors.



Meet the Team



Mike Simons
Director of Lending

Mike brings an extensive background in banking and aviation financing. He has a proven track record of successfully managing complex financial transactions and structuring deals to help our clients achieve their goal of aircraft ownership.



Alex Martin
Vice President of Lending

Alex brings over 12 years of experience in aviation financing in addition to holding an MBA and a pilot's license. His aviation and financial expertise make him uniquely qualified to guide clients through their ownership journey.



Jeff Graves
Aircraft Loan Officer

With over a decade of experience in finance and a love for aviation, Jeff is a trusted advisor, leveraging deep market knowledge to help clients find the best solutions tailored to their goals.



Ready to take off?

Our team is standing by to support your journey from initial planning to finalizing the deal.

Contact Us Today

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