



HOW TO FINANCE AN AIRCRAFT

Applying for a Loan through AirFleet Capital

A Step-by-Step Outline

Step 1:

Preparing your Application Package

Our goal is to provide you with the fastest possible turnaround and we need your help to accomplish this. We will need a complete application package with all of the requested detail and supporting financial documents as listed below:

Please note the information we need in order to complete our underwriting:

You / Guarantor / Co-Borrower	Business(es) you Own
<ul style="list-style-type: none"> ○ Application and Personal Financial Statement (PFS). Signatures /dates needed at the bottom of each form. You may also provide your own PFS in lieu of our template. ○ If your credit reports are frozen / locked you will need to unlock all of them for 48 - 72 hours. ○ Most recent cash, brokerage, and retirement account statements (include all pages showing name, date and balances) ○ 2 Years Federal Tax Returns including schedules, W-2s and K-1s. <i>3 Years for loans \$1Million+</i> ○ Current Paystub ○ IDs - driver license (front and back) and either pilot certificate or passport ○ Aircraft Specification or link to online listing 	<p><i>All information listed to the LEFT (we require a personal guaranty therefore personal information is required) PLUS:</i></p> <ul style="list-style-type: none"> ○ 2 Years Federal Tax Returns including schedules and K-1s. <i>3 Years for loans \$1Million+</i> ○ Interim Financials (P&L and Balance Sheet) management-prepared or CPA-prepared ○ Verification of Corporate liquid assets ○ If available, 2 Years CPA-Audited or Reviewed financials with notes. <i>3 Years for loans \$1Million+</i>

Step 2:

Submitting your Application Package

Forward your Application and supporting information to us via:

- AirFleet's Secure Portal "Apply For A Loan: <http://www.airfleetcapital.com/apply-for-an-aviation-loan/>
- Fax: 703.777.3854 (converts to secure, electronic file)
- Overnight/Mail: AirFleet Capital, 1725 E. Ryan Road, Suite 5, Chandler, AZ 85286

Step 3:

The Underwriting Process

- Upon receipt of your application, we will contact you to confirm receipt.
- After our initial review, we may contact you with questions that arise and to request any missing items.
- At completion of the underwriting, AirFleet will issue a formal Approval Letter with the rates/terms and any additional conditions or items needed prior to closing.

Anticipated Turn-around Time:

Individual Buyer	Small Business/Sole Proprietorship	Large/Multiple Business Buyer
-3 Business Days	3 – 4 Business Days	<ul style="list-style-type: none"> • 4 – 7 Business Days for loans below \$2Million • -10 Business Days for loans above \$2Million

7.8.2014

Spouse: Applicant's spouse must complete the CO-APPLICANT section if applicant is relying on spouse's income as a basis for repayment of the credit, or if the applicant resides in Arizona, California, Hawaii, Idaho, Louisiana, Michigan, Nebraska, Nevada, New Mexico, Oklahoma, Oregon, Texas, or Washington.

PERSONAL INFORMATION

APPLICANT / GUARANTOR				CO-APPLICANT / GUARANTOR			
First Name	Middle	Last Name	Suffix	First Name	Middle	Last Name	Suffix
Are you a U.S. citizen? <input type="checkbox"/> Yes <input type="checkbox"/> No		Date of Birth*:		Are you a U.S. citizen? <input type="checkbox"/> Yes <input type="checkbox"/> No		Date of Birth*:	
Social Security Number*:		Home Phone Number:		Social Security Number*:		Home Phone Number:	
e-mail:		Cell Phone Number:		e-mail:		Cell Phone Number:	
Home address*:				Home address*:			
Home city, state, ZIP*:				Home city, state, ZIP*:			
Check one: <input type="checkbox"/> Own <input type="checkbox"/> Rent		Monthly rent or mortgage payment: \$		Check one: <input type="checkbox"/> Own <input type="checkbox"/> Rent		Monthly rent or mortgage payment: \$	
Number of years at this address:				Number of years at this address:			

***DISCLOSURE A: Federal law requires us to collect and verify this information. A Post Office Box will not suffice. We are required to obtain a street address.**

EMPLOYMENT INFORMATION

Do you own your own business? <input type="checkbox"/> Yes <input type="checkbox"/> No		Years at current position (if retired, date of retirement)?		Do you own your own business? <input type="checkbox"/> Yes <input type="checkbox"/> No		Years at current position (if retired, date of retirement)?	
Employer's name:				Employer's name:			
Employer's phone number:				Employer's phone number:			
Employer's address:				Employer's address:			
Employer's city, state, ZIP code:				Employer's city, state, ZIP code:			
Job title:		Occupation:		Job title:		Occupation:	
Gross Income – Monthly:\$				Gross Income – Monthly:\$			
Other income** Source: \$ _____ Per month \$ _____ Per year				Other income** Source: \$ _____ Per month \$ _____ Per year			

**** DISCLOSURE B: Alimony, child support or separate maintenance income need not be revealed if you do not wish it considered as a basis for repayment.**

BUSINESS INFORMATION (Entities you own personally)

Name of Business		Complete Address		Phone / Fax	
Fiscal Year End		Product / Services Sold		Web Page	
Number of Employees		Federal Tax ID Number (EIN)		State / Date of Incorporation	
Principals Name:		% Ownership:		Title:	

APPLICANT / CO-APPLICANT		
Are either of you obligated to make alimony, child support or separation maintenance payments?	<input type="checkbox"/> Yes <input type="checkbox"/> No	If yes, amount per month?
Are there any unsatisfied judgments against either of you?	<input type="checkbox"/> Yes <input type="checkbox"/> No	If yes, to whom owed?
Do either of you have any contingent liabilities?	<input type="checkbox"/> Yes <input type="checkbox"/> No	If yes, please describe:
Have either of you ever declared bankruptcy?	<input type="checkbox"/> Yes <input type="checkbox"/> No	If yes, please give date:

DETAILS							
Aircraft will be:		Pre-Approval	Refinance	New Purchase	Used Purchase		
Year	Make	Model		FAA N#	S/N		
Last Annual Date		TTAF		RE SMOH	LE SMOH		
Selling Price: \$		Cash Down: \$		Trade: \$		Loan Amount: \$	
Terms Desired (yrs):							
Estimated Closing Date		Seller Name/Phone number:					
Previous aircraft / Current aircraft financed by:							
Type of Pilot Certificate:		Student	Sport	Private	Commercial	ATP	None
Current Hrs / Ratings / Endorsements:							
Do you have previous aircraft ownership experience?		Yes	No	If yes, provide details:			
Aircraft will be registered to:		Individual	Co-ownership	Partnership	Corporation	LLC	Other
Name of registration entity:					Tax ID Number:		
Aircraft will be based at:			How did you hear about us?				
How will aircraft be utilized?		FAA Pt 91 (personal and/or use within your own business)		Pleasure	Part 135 (charter / leaseback / flying club /flight training)		

DISCLOSURES: Consent to Use of a Consumer Credit Report: The undersigned individual(s) recognize that personal credit history may be a factor in the evaluation of the credit history or credit worthiness of the applicant or in the evaluation of his or her personal guarantee of the obligations of the credit applicant (if applicable). Further, a condition of credit approval may include their guarantee, and the undersigned hereby instruct and authorize AirFleet Capital, Inc. and its lenders, including all subsidiaries thereof (collectively "AFC") to obtain and use consumer credit reports pertaining to each individual's credit history and/or credit worthiness from any credit reporting agency from which AFC receives such reports, in connection with the application for the extension of credit by AFC. In connection with any such application for credit, the undersigned further agrees that AFC's permission to obtain a consumer credit report on the undersigned and any guarantor shall be ongoing and shall relate not only to the evaluation and/or extension of the credit requested, but also for purposes of reviewing the account. Increasing the credit line on the account (if applicable), taking collection action on the account, and for any legitimate business purpose associated with the account as may be needed from time to time. I/We further authorize AFC to give data contained in this application and credit information about any guarantor to its subsidiaries, affiliates and agents. I/We can prevent AFC from sharing such information, other than information about AFC's transactions, experience with guarantor, or as permitted by law, by calling the creditor at the phone number listed on this application.

Release of Credit Information: Authorization is hereby granted to all credit reporting agencies, banks, and all other companies to release credit and financial information to AFC from time to time, which AFC deems necessary to establish and maintain credit. I/We further authorize any company or individual from whom I/We may have obtained or requested credit to furnish AFC with the details of that transaction. I/We agree to provide current financial information upon request, in a form acceptable to AFC.

Equal Credit Opportunity Act Notice: AFC is an Equal Opportunity Lender. The Federal Equal Credit Opportunity Act prohibits creditors from discriminating against credit applicants on the basis of race, color, religion, national origin, sex, handicap, marital status, age (provided that applicant has the capacity to enter into a binding contract); because all or part of the applicant's income derives from any public assistance program; or the applicant has in good faith exercised any right under the Consumer Credit Protection Act. The Federal agency that administers compliance with this law concerning this creditor is Federal Trade Commission.

Request for Credit -- Please read below, check the appropriate box, sign and date.

I/We certify that the information herein and any other information submitted at any other time to AFC has been carefully read and is true, correct and complete. I/We authorize AFC and its lenders: (i) to review my/our credit and employment histories and any other information in order to process this application, service my/our account, and manage its relationship with me/(us, and (ii) to communicate with others, to the extent permitted by law, such information and its experience with me. I/We are submitting all such information with the intent to secure financing and understand that lenders rely on this information in evaluating and granting the credit requested.

<input type="checkbox"/>	I am requesting credit as an individual in my own name and am relying on my own income and assets and not the income and assets of another person.		
<input type="checkbox"/>	I am requesting credit jointly or an account that I will use with another person. We intend to apply for joint credit.		
Signature of Applicant	Date	Signature of Co-Applicant	Date



PERSONAL FINANCIAL STATEMENT

1725 E. Ryan Road ♦ Suite 5 ♦ Chandler AZ 85286

Tel 800.390.4324 ♦ Fax 703.777.3854

www.AirFleetCapital.com

IF ADDITIONAL INFORMATION OR FINANCIAL STATEMENTS ARE USED, PLEASE SIGN, DATE, AND ATTACH THEM TO THIS FORM.

ASSETS	In Whole Dollars	LIABILITIES	In Whole Dollars
Cash, Checking, Savings, Money Market, etc (Sched 1)		Real Estate Mortgages -- Primary Residence (Sched 4)	
Stocks, Bonds, CDs, etc (Marketable Securities) (Sched 2)		Real Estate Mortgages -- All Other (Sched 4)	
Retirement/Educational--401k, 403b, IRA, 529 etc (Sched 3)		Notes Payable to Banks--Secured (Sched 5)	
Real Estate -- Primary Residence (Sched 4)		Notes Payable to Banks--Unsecured (Sched 5)	
Real Estate -- All Other (Sched 4)		Unpaid Taxes/ Judgments/ Liens	
Life Insurance CASH value		Other Debts / Accounts and Bills Due (Sched 5)	
Non-Marketable Securities/ Business value (Sched 6) -- Entities you own personally, not publicly traded			
Accounts & Notes Receivable (Sched 7)			
Other Assets -- Itemize (i.e. cars, furnishings)			
		TOTAL LIABILITIES	
TOTAL ASSETS		NET WORTH (Subtract total Liabilities from Total Assets)	

SCHEDULE 1 – CASH, CHECKING, SAVINGS, MONEY MARKET – attach recent statements

Financial Institution	Account Type	In Name of	Held in Trust?	Current Balance
Total \$				

SCHEDULE 2 – STOCKS, BONDS, CDs, etc (MARKETABLE SECURITIES) – attach recent statements

Account Name	In Name of	Held in Trust?	Current Market Value
Total \$			

SCHEDULE 3 – RETIREMENT/EDUCATIONAL ACCOUNTS (401k, 403b, SEP, IRA, 529, etc) - attach recent statements

Account Name	In Name of	Held in Trust?	Current Market Value
Total \$			

SCHEDULE 4 – REAL ESTATE OWNED

Address	Titled To	Held in Trust?	Rental or Commercial Property?	Year Acquired	Original Purchase Price	Market Value	Monthly Payment	Balance Due
<i>Primary Residence:</i>								
Total \$								

SCHEDULE 5 – SECURED & UNSECURED LOANS

Name of Creditor	Description	Monthly Payment	Balance Due
Total \$			

SCHEDULE 6 – NON-MARKETABLE SECURITIES / CORPORATIONS & PARTNERSHIPS (businesses owned by you)

Name & Description	In Name of	% Owned	Held in Trust?	Market Value
Total \$				

SCHEDULE 7 – ACCOUNTS & NOTES RECEIVABLE (money owed to you by others)

Description of Asset or Property	Name of Debtor	Maturity Date	Monthly Payment	Balance Due
Total \$				

Applicant: _____

Date: _____

Co-Applicant: _____

Date: _____