

STEEL | FINANCE



**KEEP YOUR MONEY
AND USE OURS...**

STEEL 
AVIATION



WWW.STEELAVIATION.COM/FINANCE



Our Goal Is Simple:
*To Get You Approved For The Aircraft
Purchase Of Your Dreams...*

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Welcome to Steel Finance!

Sit back, fasten your seatbelts and see what make us FLY!



Steel Aviation has earned the reputation as a World Leader in aircraft sales. Top reputations take years, so it is no coincidence that Steel Aviation is the company you can trust. From unbeatable rates to outstanding customer service, there's so many reasons why Steel Finance should be your first choice to finance your next aircraft.



My name is Megan Strader, and I am the Financial Specialist here at Steel Aviation. I will work with you in conjunction to the loan offices to collect all required information. Our goal is simple: to get you approved for the aircraft purchase of your dreams. As your Financial Specialist, I will devote myself to ensure an efficient, effortless and fun process! If you have any questions, please don't hesitate to contact me!

Megan Strader
Financial Specialist

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Financing Your Aircraft: Why Do It?

CASH HAS A COST

KEEP YOUR CASH & USE OURS



**DO NOT PAY CASH
FOR YOUR AIRCRAFT!**

AND HERE IS WHY...

- Consider this... Financing a big purchase has the potential to save not cost money! It is a fantastic way to earn more capital and reserve your cash for greater money-making opportunities.
- Today's interest rates are so low you should be financing all of your substantial purchases.
- Think of it this way, if you have money in an investment account that is making a 10% return. Why wouldn't you take out a loan with today's rates that are under 5%? Staying in the investment will allow you to MAKE another 5% return AND in some situations, there may be tax advantages and savings to financing your new aircraft.
- Paying cash isn't always the best alternative; there can be huge opportunity cost. You may not be paying interest, but you could miss an opportunity where you could have invested that money to double, triple or even quadruple in the next few years.

**CALL US TO LEARN MORE AND SEE WHY THE MAJORITY OF
OUR CLIENTS CHOOSE US TO FINANCE THEIR NEW AIRCRAFT!**



We Can Finance Any Aircraft
From Cessnas To Cirrus, And Everything In Between.

Why Choose Steel Finance?

After successfully completing thousands of aircraft transactions, we know what it takes to purchase your dream aircraft. We work closely with our clients throughout the buying process, providing a high level of customer service. We strive to offer the most competitive rates, professional service, and a guaranteed everlasting relationship. Our time is dedicated to making your aviation experience the fast and efficient process that buyers look for! Allow us to get you the quick decisions from lenders that are not always available to the general public. Let us do the work for you. We are eager to say YES, contact us today!



Finance Any Aircraft, Not Just Steel Inventory!

We can finance all aircraft that were manufactured after 1975 and have accumulated less than 10,000 hours. You're welcome to check our current inventory, but please know that we can finance almost any aircraft!



Quick Pre-Approvals

Steel Finance can send you over your approval letter within 48 hours of submitting all the necessary documents. Typically we can even have your approval within 24 hours!

Even if you're still unsure of the exact aircraft you would like to purchase, being pre-approved is an excellent decision to make when getting started. The transaction will go more efficiently and you will have the advantage over other buyers. Having your paperwork in order always sets a great impression with the seller. We can even lock in your rate for up to 30 days!

Our Rates

Steel has the best rates possible; the best rates in the industry!

Our goal is to make aircraft ownership more affordable and accessible to all our clients. With our experience in aircraft finance we know how to provide the service you deserve and guide you through the financial process.

We work closely with multiple different lenders to guarantee that you get the best rate that fits your aircraft purchase! Don't hesitate to contact us to see our current rates!

Fly In Style

Fly to your next destination in style!

Our customers mean a whole lot more to us than just the typical client. We love to show our appreciation and go the extra-mile! Finance your aircraft with us, and we'll give you a headset bag personalized with your NEW tail number!





*Tired Of Working With A Finance Company
That Drops The Ball, Is Unresponsive, And
Hard To Deal With? We're Different.*

Steps For Fast And Efficient Approvals

What Is The FIRST STEP To Aircraft Ownership In A Hot Market?

> FINDING AN AIRPLANE?

WRONG!

YOU NEED TO GET PRE-APPROVED AS SOON AS POSSIBLE!

Call us for the best rates and terms, or go directly to our secure financing application.

1 Complete Steel Finance Application

Fill out this application as accurately as possible:

<https://www.steelaviation.com/financing-application/>

2 Determine The Best Options Available

Once we receive the application a financial specialist will review it and decide which lender is the best fit for your aircraft purchase!

3 Gathering The Required Documents

The lender will need to see supporting documents for what was stated on the application. These may include Tax returns, W-2's, pay stubs etc. Having these completed and prepared will speed up the pre-approval process!

Don't worry though, we will supply you with a checklist to ensure everything goes smoothly!

4 Receive Your Pre-Approval

You are ready for TAKE OFF! Go search for the plane of your dreams: The hunt begins now. With your pre approval you will be ready to negotiate and be taken seriously.

Being Pre-Approved: What Are The Benefits To You?

The first step to purchasing the aircraft of your dreams is to get pre-approved. Sellers simply will not take you seriously if you do not show that you have your pre approval. By skipping this vital step you may find the plane of your dreams then lose it to a prepared buyer.



Benefits To You:

Let the seller know that you are a serious QUALIFIED buyer. This will allow you to have more negotiating power during the process. We can lock in your rate up to 30 days! Approvals are good for 60 days and can be extended as needed.

When you have a pre-approval, the sellers look at you as a serious buyer. This will show your paperwork is in order and you're ready to buy! The seller will be more interested in working with you and you will have be relieved knowing you are already pre-approved. Another bonus to you is when you are pre-approved it will speed up the closing process. By getting pre-approved, you've done some of the work up front and you are that many days closer to flying in your new aircraft!

**WHAT ARE YOU WAITING FOR?
LET'S GET YOU PRE-APPROVED TODAY!**

Refinancing Your Existing Aircraft

Are you working with another dealer or broker, or with the factory directly?

That's no problem at all.

We can help. Our service is focused on YOU and your needs... ANY Aircraft, ANY Time!

LET US REFINANCE YOUR AIRCRAFT!

Rates are constantly changing and there is a chance we can save you money on your existing loan payments with a simple refinance process! Refinancing is a great option if you want to lower your interest rate, extend your loan term or add additional upgrades to your aircraft!

Here's an Example:

Assuming in 2010 you financed \$150,000 on a 20 year term with a rate at 6%. Your current monthly payment is \$1074.65. Still owing \$96,796.5 on the aircraft.

Today if you refinance your aircraft on a 20 year term with a rate at 4.5% your new monthly payment will be \$612.39. Your interest rate is 1.5% less and you SAVE \$462.26 per month. That's a lot of AvGas you could purchase instead.

**CONTACT US TODAY TO SEE HOW MUCH
YOU CAN SAVE ON YOUR MONTHLY PAYMENT!**



About Steel Aviation

Steel Aviation was founded in 2001 by Jaime Steel-Potter, who had a strong desire to help aircraft buyers and sellers meet their dreams and goals. Jaime comes from a family rich in aviation history and tradition. Both her father and grandfather are pilots. She didn't grow living the traditional lifestyle of a child. In fact, she spent most of the time in a hangar. Instead of playing with dolls, she played with directional gyros, and instead of reading library books, she read log books. Growing up with all this knowledge and experience has helped dramatically with what she does best: Selling airplanes!



Jaime wants people to know she is not your typical aircraft broker. Top reputations take years. After thousands of transactions, Steel Aviation is the company you can trust. We set the standard so many try to follow.

Steel Aviation chooses to think outside the box. The company also has a strong international presence within the aviation industry - We don't just sell aircrafts to who we presume would be the typical buyer. This allows so many more doors to be opened. In fact, Steel Aviation has completed hundreds of international transactions. Brazil, Australia and even to Europe just to name a few! Steel Aviation plans to sell your aircraft, not just list it.

We do not consider our company an aircraft sales company - We are an aviation marketing company that sells aircraft. Steel Aviation employs professional marketing firms to ensure our efforts are the most effective. From advertisements with mainstream sources like Trade-A-Plane to expensive front page corporate style advertising with Controller, your aircraft gets all the exposure it needs to get it sold.

We cannot say that every transaction is simple; however we strive to make the process as smooth for our clients as possible. With respect given to both the buyer and the seller, one of our highest compliments is often, "Wow, that was easy!" This is what we strive to do. We find that constant, upfront planning is the key to efficient transactions.

Steel Aviation is located at Phillipsburg Airport (3i7) in Phillipsburg, Ohio. Phillipsburg airport is a lively place, where changes are constantly happening. We have two large hangars to house your aircraft should you prefer a totally hands-off experience. You may hangar your aircraft with us during the sale process. Located just 7 miles west of Dayton International Airport, our customers have easy access to all major airlines, allowing potential buyers many options to view your aircraft. We advise to make small investments when selling your aircraft, such as replacing wing-walks, handles etc. Not only will these small changes typically double your investment when selling, but the aircraft will attract more buyers, also. This means that your aircraft will spend less time on the market!

Steel Aviation also specializes in aircraft renovations. This stretches back many more years, as this industry has been a family tradition. Danny Potter, Jaime's husband, is in charge of the aircraft painting process. Danny and his team are capable of creating some of the most mind-blowing paint schemes! Steel Aviation can also do maintenance and avionic upgrades!



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