



OMNIJET

PROPOSAL FOR AIRCRAFT MARKETING

OMNI INTERNATIONAL JET TRADING

100% Commission only

Cancel at anytime



With millions at stake, one lost deal or bad decision can cost thousands

OMNI INTERNATIONAL JET TRADING - 9415 Jet Lane - Easton, MD 21601
Office: 410-820-7300 www.omnijet.com

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OMNI JET OFFERS

- Expert Counsel | Seller Advocacy
- Extraordinary Experience since 1963
- Comprehensive Global Marketing
- Complete Market Awareness
- FAST Guaranteed Action
- Precision Contracting
- Superior Results

MARKET AWARENESS

All aircraft buyers shop and compare to find the best deals. The most important aspect of any aircraft sale is correctly pricing it. An over priced aircraft will sit on the market, continuing to accrue maintenance, insurance, hangar and other fixed costs. From start to finish, OMNI provides clients deep, insightful market knowledge about **exactly where their aircraft fits into the marketplace** including:

- All similar competing aircraft for sale
- All similar recently sold aircraft
- VREF Bluebook evaluation

Every offer will be carefully considered along with our recommendations for counter offer, acceptance or rejection. Better information results in better decisions. In a highly competitive market, one lost deal or bad decision can cost you thousands. Our goal is to sell for the highest possible price in the shortest timeframe.



TARGETED MARKETING

Omni will prepare a comprehensive campaign of attractive marketing materials including attractive sales presentation, webpages and broadcast emails. We will advertise the aircraft in the top jet sales websites and magazines. We also make extensive use of targeted broadcast emails. What makes OMNI different is our ability to proactively target the most likely “trade up” buyers for your aircraft. There is no doubt that your aircraft will be well known in the marketplace.

SELLER ADVOCACY

Our years of expertise allow us to thoughtfully engage with potential buyers to compare and promote the best features of your aircraft with other competing aircraft. We work “commission only” so we are motivated to bring you qualified buyers.

YOU WILL RECEIVE OFFERS

We actively follow up with every qualified prospect. All offers are immediately sent to you with intelligent market analysis and recommendations. Acceptance or rejection is always in your sole discretion.

PRECISION CONTRACTING

We often say that “No deal is better than bad deal”. There are a multitude of potential financial hazards in the sale of any jet aircraft. We will craft and prepare an Aircraft Purchase Agreement which is among the industry’s most precise at protecting your financial interests during **and after** the sale.

EXPERT COUNSEL

OMNI has over 50 years of experience in guiding buyers and sellers into realistic “win-win” solutions with knowledge and transparency at the core of every relationship. We are experts in all phases of the jet sales negotiation process including: escrow, inspection, repairs, import/export, international registry and international transactions. Throughout the entire sale process, we will protect your best interests as if for ourselves.

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OMNI'S FBO OPERATION

We are immersed in jet operations on a daily basis with our Baltimore / Washington area FBO **Easton Jet** located at Easton, Maryland (www.eastonjet.com) We have owned and operated many aircraft for the years.



AIRCRAFT CONSIGNMENT

OMNI offers clients a turn-key solution to selling their aircraft with optional discount storage at our FBO facility Easton Jet. The aircraft is kept in showroom ready condition at all times for showing to potential buyers. Additionally, the engines are professionally exercised with required monthly ground starts (not flown).

International clients can especially benefit from consignment. Over 70% of the world's jet buyers are based in North America. These USA area buyers typically prefer to purchase USA based aircraft and will often discount overseas aircraft due to the inconvenience of travel and importation.

Our Washington DC area FBO is located in the heart of the world's most active jet trading market - the East Coast. Consignment to the USA makes overseas aircraft easier to buy **resulting in a faster sale at a higher price.**

55 YEARS OF EXPERIENCE

Since 1963, jet sales is all we do. We have encountered virtually every possible unforeseen scenario between buyers/sellers and that level of experience benefits our clients. We have successfully managed over 2500 transactions.

SUPERIOR RESULTS

Omni's focus is exclusively on the buying & selling of private jet aircraft and knowing exactly what those aircraft are selling for. We offer clients a powerful network of marketing, sales associates and relationships within the industry. Our commitment to integrity is one of our unwavering foundations of success.

For the same reasons you hire an accountant or lawyer, the OMNI team are seasoned experts at maximizing your price and your valuable time. Your choice of broker will either **SAVE** you money or worse **COST** you money. Since 1963, jet sales is all we do.

WHY LIST WITH OMNI?

- Expert Counsel | Seller Advocacy
- Extraordinary Experience since 1963
- Comprehensive Global Marketing
- Complete Market Awareness
- FAST Guaranteed Action
- Consignment Option
- Non Exclusive Option
- Modest Commissions
- 100% commission only
- No upfront costs
- Cancel at anytime

OUR PROMISE TO YOU

- To represent you well
- To keep you fully informed
- To handle all details with precision
- To follow your instructions precisely

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MESSAGE FROM WAYNE J HILMER JR

CEO - OMNI INTERNATIONAL JET TRADING

I fell in love with aviation early at age 10 and was soon sitting in the jumpseat for delivery flights (see below). I soloed a Piper Cherokee 140 on my 16th birthday and was a FLIGHT SAFETY trained commercial multi engine IFR rated pilot before age 20. I started working for OMNI in 1983 and its been a great journey ever since. In other words, I've been immersed in private aviation almost my entire life and as a result, I have bought, sold and flown many aircraft.

I still enjoy aviation more than ever and love to share my expertise with clients. We offer clients total market awareness, a top team of sales professionals, state of the art marketing tools and a strong network of industry contacts.

Over the years, I have seen what works well and what the hazards are of an aircraft sale. In every aspect of the sale, my goal is to protect the best interests of my clients by helping them avoid expensive traps in the process. With every transaction, I carefully monitor the progress of the sale from start to finish and will directly participate during the final contracting and closing phase. Most importantly, I always believe in following the client's instructions precisely.

I am always available via mobile during the sale of your aircraft and we would be pleased to be of service. Thank you for considering **OMNIJET**



At age 10



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TESTIMONIALS

Alan - Thank you for the special interest and continued efforts to accomplish the sale of the plane. The transaction went as smoothly handled as any I have been involved with. You may pass this information to others as you choose. You have my regards of job well done, and my respect, and yes I would recommend you to others. Regards - **Joe Clayton - (King Air E90)**

"Hey Justin and Wayne!! You guys were amazing. Thanks for the tenacity and fine business acumen to get DD sold and closed. What a ride. Definitely will be buying -or- selling again in the future, so let's stay in touch! Many thanks to both of you" - **Lin B - (Challenger 601-3R)**

"Thanks Gentlemen - I appreciate the courtesy, professionalism, and patience, throughout this process. I look forward to touching base in a few weeks, when I am back stateside" - **Ryan S - (King Air B200)**

"Hi Wayne - In the end it worked out, you and Mike made an otherwise difficult process as tolerable as possible. But whatever kind of personality is needed for dealing with irrational, illogical people, I don't have. I'm just glad that I won't have to do it again. But I will let my friends and colleagues know about Omni. The best selling point is your flat rate commission. If only some realtors would take that lead" - Best regards - **John C - (King Air E90)**

"Wayne: Thank you very much for helping us get our bird sold. It was a great airplane and it was a bit bittersweet to see it go after flying all of our lives. You did a great job and you were always straight forward with us. We appreciate your counsel and your diligent work to help us get it sold. Thanks again and have a great day" - **Mark L - (Citation Ultra)**

"Thanks Steve and I appreciated all the support and advice you were able to provide to lead me through the process. Made it a much simpler task for a novice who does not deal with airplanes day to day. Really found your organization to be top notch" - **Vern R - (Citation Ultra)**

"I'd like to thank you for selling my Citation CJ525. You were attentive and came forward without being prompted to assist when the critical phases of the sale when required. All together a great result, thank you."
Mike W - (Citation CJ 525)

"Gordon - I wanted to let you know how much we appreciate the prompt and professional services you and your team provided in the sale of our Gulfstream. It always seems to be a rocky road to the finish line, but you guys hung in there and saw it through to the finish. Hopefully, we will be in the aircraft market again and will have a chance to cross paths. Thanks"
Gregg R (Gulfstream G-III)

"Having transacted many millions of dollars worth of aircraft transactions, I always felt that Omni had our best interests in mind..."
Oscar W - Houston TX

"I just wanted to let you know how much I appreciate the effort that you and your people have put into the marketing of our airplane. Wayne, I feel that you could not have surrounded yourself with a finer group of individuals."
Kevin J - Nashville, TN - (Hawker 700)

"Your company made the experience of buying our company jet very pleasant. Since we do not buy many planes, we really did not know what to expect. We had been working with another broker and found that they, like most people, were letting things happen. Your representatives, on the other hand, did not just let things happen, they made things happen."
Edward N - Grand Rapids - (Citation Bravo)

"Alan - Just a short note to let you know how much I enjoyed working with you and Wayne on the purchase of the King Air 350. As with any deal there are challenges and you both worked hard to overcome them to make me feel very good that we were getting the right plane for us that will last for many years to come. I would recommend OMNIJET to anyone interested in buying or selling a plane" **Robert M - (King Air 350)**

"Wayne, - I just wanted to drop you a note thanking you, Steve Element and the rest of the Omni Jet team in helping in the sale of our Citation. Steve worked hard from the beginning to the end on this sale, I couldn't have asked for any more. Be sure that when we purchase our next aircraft we will be calling you to represent us." - **Blair T - (Citation Ultra)**

"Thank you for the very fine job that you did for us in our quest to find a good, sound, reasonably priced Gulfstream aircraft. I want you to know that we are all very pleased and delighted with the fine work that you did. We look forward to a continued good association with Omni Jet Trading."

Stanley.H - St. Paul, MN (Gulfstream G-V)

"Mr. Hilmer, I just completed a transaction with Mr. Element and wanted to give you an unsolicited recommendation on his behalf. Working with Mr. Element was easily the most positive experience in aircraft transactions I have had. He was very attuned to my financial requirements, timing needs, and really did an excellent job keeping me informed. The deal was closed without delay and he took care of all the details I hired him for. I have never had a brokerage experience where I was 100% satisfied until this one. I am very appreciative for this and wanted to pass on to you congratulations on a job well done. I will make every effort to send any business your way if possible. Thank you."

Jim S - Little Rock, AR

"Wayne, We couldn't be more pleased with how quickly and professionally you guys handled the sale of our aircraft."

Charles H. - Charlotte, NC - (Citation Sovereign)

"Thank you for the great job you did on selling the Astra. We appreciate your hard work and will be in touch."
Thank you again."

Anthony C. - Rochester, NY - (Beechjet 400A)

"Omni did an outstanding job in securing a buyer for our Citation 650 considering the difficulty working in our bankruptcy situation. Your staff conducted themselves in a professional manner and was always courteous and helpful when we needed them. If you would like to use me for a reference in the future, please do so."

Albert G. - Dallas, TX - (Citation III)

"The sale of our Astra jet was one of the most professionally planned and coordinated transactions of its kind in which I have been involved. I appreciate your assistance and thank you for a job well done."

William S. - Houston, TX. - (Astra Jet)

"Congratulations you for a wonderful job selling our Citation 550. Very professional and diligent, moving quickly to satisfy the buyer and seller."

Jaime.B. - Mexico - (Citation Bravo)

"Thanks Wayne - We appreciate all your help and diligence to get through the process each time". **Stan H Jr. - Albuquerque, NM - (Citation Encore)**

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TWO GENERATIONS OF JET SALES EXPERIENCE SINCE 1963

1960's



At the same time as the very first Lear Jets were developed, OMNI Aircraft Sales was founded in June 1963

1970's



OMNI was the first to develop a computer database of every private jet & turboprop owner in the world

1980's



OMNI was the first to start an exchange style "Trading Floor" and at one point listed 25% of all pre-owned jets for sale

1990's



Recognizing the changes in the market, OMNI was among the first to go fully "web centric"

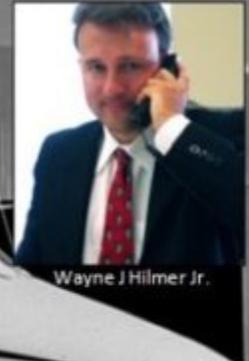
2000's



Today OMNI offers clients a powerful network of offices & associates worldwide.



Wayne J Hilmer Sr.



Wayne J Hilmer Jr.



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ABOUT OMNIJET:

In 1963, just as the first Learjet models 23 & 24 came into use, **OMNI AIRCRAFT SALES** opened its offices in Washington DC selling twins and turboprops. In 1968, OMNI created the worlds first comprehensive database of all private jets and their owners. In 1976, the company name was changed to the **OMNI INTERNATIONAL JET TRADING FLOOR** with offices across from the Watergate complex. In 1979, OMNI was the first to deploy its extensive database to an IBM AS400 mainframe computer at its new offices in Bethesda, MD. In 1985, OMNI built a 20,000 SF FBO facility **EASTON JET** in Easton, Maryland. In 1990, the company moved and consolidated aircraft sales operations at its Easton Jet facility under the name of the **OMNI JET TRADING CENTER**. During the 1990's, OMNI embraced the marketing power of the internet.

OMNI is recognized as a chief architect in the jet resale industry and was among the first to actively develop a pre-owned market for first generation business jets such as Learjet, Jetstar, Sabreliner and Gulfstream. OMNI developed and refined many of the offer, acceptance and contracting protocols used in the industry today. From the beginning, our success has come from through innovation. In the 1970's, it was our innovative reseach calls and database. In the 1980's, it was our innovative advertising brochures. In the 1990's, it was rapid adoption of the internet and "webcentric" operations. Today, OMNI's systems and process are highly evolved and efficient for identifying jet buyers. We are now able to quickly "target" the most likely buyers for aircraft via broadcast emails.

Today's OMNIJET is in it's second generation with Wayne J. Hilmer Jr. as it's CEO. Mr. Hilmer Jr is a multi-engine IFR commercial pilot who started with OMNI in 1983. He has owned and operated many aircraft.

BUYER & SELLER REPRESENTATION

OMNI provides clients an expert advocate to negotiate the most advantageous terms. Our relationship network in the industry is vast and our commitment to integrity is the unwavering foundation of our success. We offer clients complete solutions in the sale of their aircraft for the highest price in the shortest time.

For the same reasons you might hire an accountant, lawyer or doctor, the OMNI team are seasoned experts in the jet sales industry. Just as you know your industry, we know ours. Day after day, Omni's focus is exclusively on knowing who is buying or selling aircraft and knowing exactly what those aircraft are selling for.

For a free no obligation appraisal of the value of your aircraft, please contact us at 410-820-7300.

We invite you to learn more about us at WWW.OMNIJET.COM