

## Why Exclusively Mandate MPLANES ?

Selling your aircraft is a complex procedure which requires a professional and discreet approach. We believe this is best accomplished through an exclusive mandate with MPLANES for the following reasons:

### **The benefits of exclusive mandates:**

- We invest in exquisite aircraft specifications/brochures including unique photography of the aircraft by our professional photographer
- We have a focused and targeted strategy leading to a consistent sales approach on the market
- We engage in a worldwide marketing & sales campaign on all major advertising platforms
- We target direct sales to our own worldwide network of clients, including through our representations in various countries
- We are incentivised to sell the aircraft as we cover all marketing costs and only get remunerated if the aircraft is sold
- We work in close contact with the owner representing and protecting their interests

### **The problems with non-exclusive mandates:**

- Several brokers will confuse the market which will lead to inconsistencies and finally, a lower sales price
- Potential buyers will be approached by several different brokers, which leads to a reluctance to engage
- A potential buyer will try to play off one broker against the other
- The aircraft will get a bad reputation as being one that is spread about everywhere
- The aircraft will be presented in different ways by different brokers
- Potential buyers will receive diverse information about the aircraft from different brokers
- Owner would need to deal with several brokers resulting in more effort on their behalf
- If several brokers need to share the mandate with others, there will be no guarantee of a return on their efforts / investment, hence are less incentivised