



# HOW TO FINANCE **YOUR PIPER AIRCRAFT**

Applying for a Loan through Piper Financial Services

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 need a complete application 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, from:**

You	Business(es) you Own
<ul style="list-style-type: none"> <li><input type="checkbox"/> Application with current Personal Financial Statement (PFS) on the application form or you may attach your own. Sign/date the bottom of Page 3.</li> <li><input type="checkbox"/> Verification of liquid assets (as listed on PFS)</li> <li><input type="checkbox"/> 2 Years Federal Tax Returns including schedules, W-2s and K-1s. <i>3 Years for loans \$1Million+</i></li> <li><input type="checkbox"/> Current Paystub</li> <li><input type="checkbox"/> Aircraft Specifications</li> </ul>	<p><b>All information listed to the LEFT (the lender requires a personal guaranty therefore personal information is required) PLUS:</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> 2 Years Federal Tax Returns including schedules and K-1s. <i>3 Years for loans \$1Million+</i></li> <li><input type="checkbox"/> Year-to-Date Financials (P&amp;L and Balance Sheet)</li> <li><input type="checkbox"/> Verification of Corporate liquid assets</li> <li><input type="checkbox"/> If available, 2 Years CPA-Audited or Reviewed financials with notes. <i>3 Years for loans \$1Million+</i></li> </ul>

## Step 2:

Submitting your Application Package

Forward your Application & supporting information to us via:

- Piper's Secure Portal "Apply For a Loan" <http://www.airfleetcapital.com/apply-for-an-aviation-loan>
- Email: to your Piper Financial Services contact (less than 40MB/msg)
- Fax: **703.777.3854** (converts to secure, electronic file)
- Overnight/Mail: **Piper Financial Services, 158 Front Royal Pike, Ste 107, Winchester, VA 22602**

## 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 prior to closing.

### Anticipated Turn-around Time:

Individual Buyer	Small Business/Sole Proprietorship	Large/Multiple Business Buyer
1 – 2 Business Days	2 – 3 Business Days	<ul style="list-style-type: none"> <li>• 2 – 4 Business Days for loans below \$2Million</li> <li>• 5 – 7 Business Days for loans above \$2Million</li> </ul>



Piper Financial Services

**Aircraft Credit Application**

158 Front Royal Pike ♦ Suite 107 ♦ Winchester VA 22602  
 Tel 866.427.4737 ♦ Fax 703.777.3854  
 www.PiperLoans.com

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		CO-APPLICANT	
Full Name*:		Full Name*:	
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
<b>Principals Name:</b>	<b>% Ownership:</b>	<b>Title:</b>

**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:					<input type="checkbox"/> Pre-Approval	<input type="checkbox"/> Refinance	<input type="checkbox"/> New Purchase	<input type="checkbox"/> 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:	<input type="checkbox"/> Student	<input type="checkbox"/> Private	<input type="checkbox"/> Commercial	<input type="checkbox"/> ATP	<input type="checkbox"/> None			
Current Hrs / Ratings / Endorsements:								
Do you have previous aircraft ownership experience?	<input type="checkbox"/> Yes <input type="checkbox"/> No	If yes, provide details:						
Aircraft will be registered to:	<input type="checkbox"/> Individual	<input type="checkbox"/> Co-ownership	<input type="checkbox"/> Partnership	<input type="checkbox"/> Corporation	<input type="checkbox"/> LLC	<input type="checkbox"/> Other		
Name of registration entity:				Tax ID Number:				
Aircraft will be based at:			How did you hear about us?					
How will aircraft be utilized?	<input type="checkbox"/> FAA Part 91 Business (personal and/or use within your own business)	<input type="checkbox"/> Pleasure	<input type="checkbox"/> Part 135 (commercial / leaseback / flying club / flight training use)					

**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 Piper Financial Services, administered by AirFleet Capital, Inc. and its lenders, including all subsidiaries thereof (collectively "PFS") 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 PFS receives such reports, in connection with the application for the extension of credit by PFS.

In connection with any such application for credit, the undersigned further agrees that PFS'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 PFS to give data contained in this application and credit information about any guarantor to its subsidiaries, affiliates and agents. I/We can prevent PFS from sharing such information, other than information about PFS'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 PFS from time to time, which PFS 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 PFS with the details of that transaction. I/We agree to provide current financial information upon request, in a form acceptable to PFS.

**Equal Credit Opportunity Act Notice:** PFS 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.

- 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.
- I am requesting credit as an individual in my own name and am relying on my own income and assets and the income and assets from other sources.
- 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
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**PERSONAL FINANCIAL STATEMENT**

158 Front Royal Pike ♦ Suite 107 ♦ Winchester VA 22602  
 Tel 866.427.4737 ♦ Fax 703.777.3854  
 www.PiperLoans.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)			
		<b>TOTAL LIABILITIES</b>	
<b>TOTAL ASSETS</b>		<b>NET WORTH</b> (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
<b>Total \$</b>				

SCHEDULE 2 -- STOCKS, BONDS, CDs, etc (MARKETABLE SECURITIES) -- attach recent statements			
Account Name	In Name of	Held in Trust?	Current Market Value
<b>Total \$</b>			

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
<b>Total \$</b>			

**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>								
<b>Total \$</b>								

**SCHEDULE 5 – SECURED & UNSECURED LOANS**

Name of Creditor	Description	Monthly Payment	Balance Due
<b>Total \$</b>			

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

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

**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
<b>Total \$</b>				

**Applicant:** \_\_\_\_\_

**Date:** \_\_\_\_\_

**Co-Applicant:** \_\_\_\_\_

**Date:** \_\_\_\_\_