

## Establishing a Mission Profile

The first thing we help a buyer do is to establish a mission profile by looking at their travel requirements. We take into account the distances to be flown, how many passengers will typically be on board, the frequency of the most common trips, if non-stop trips are needed or desired and, based on the profile and the cities traveled, how often the aircraft will need to stop for fuel. A complete analysis, including cabin preference and budget requirements, is critical when deciding which category of aircraft to buy. Remember, all aircraft provide some compromise to performance. Some aircraft choices will be limited due to number of passengers, some will have range issues, while others will not have stand-up cabins or fully enclosed lavatories. Please fill out this worksheet and fax it to us at 303.444.6866; we can begin to help define your mission and narrow down your aircraft choices.

**Name:** \_\_\_\_\_ **Company:** \_\_\_\_\_

**Phone:** \_\_\_\_\_ **Fax:** \_\_\_\_\_ **E-mail:** \_\_\_\_\_

**I am planning to acquire a new aircraft:** \_\_\_ Immediately, within 3 months \_\_\_ In 3-6 months  
\_\_\_ In 6-9 months \_\_\_ In 9-12 months \_\_\_ Other: \_\_\_\_\_

**I prefer to purchase a:** \_\_\_ Jet \_\_\_ Long Range Jet \_\_\_ Undecided

To determine the needed range for your prospective aircraft, examine the most common trips you will take. This will also determine the amount of time it will take to get from one point to the next. Estimating how frequently you take the trips will help you consider the total number of hours that will be flown, monthly and/or yearly.

**Please indicate the most common trips you will take and frequency of those trips (i.e. 1 x mo/weekly/etc.).**

\_\_\_\_\_ to \_\_\_\_\_ how often: \_\_\_\_\_  
\_\_\_\_\_ to \_\_\_\_\_ how often: \_\_\_\_\_  
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To determine whether you need a small, medium, or large aircraft, review your cabin preferences:

**There will typically be this number of passengers on board:** \_\_\_\_\_

**I prefer a stand-up cabin:** \_\_\_ Yes \_\_\_ No \_\_\_ Uncertain

**I prefer an enclosed, stand-up lavatory:** \_\_\_ Yes \_\_\_ No \_\_\_ Uncertain

**I have specific galley requirements, of which include:**

\_\_\_\_\_

***Please feel free to list on an additional sheet any other requirements you feel are important.***

**Budget Requirements: I expect to spend no less than \$ \_\_\_\_\_, but no more than \$ \_\_\_\_\_ on the purchase price in acquiring an aircraft.**

Budget restrictions/requirements have not been yet established.

Fax this worksheet to J. Mesinger at 303.444.6866 for help in establishing your mission profile.