

JORGENSON-LAWRENCE AIRCRAFT SALES

1901 Embarcadero Road, Suite 111

Palo Alto, CA 94303

EMAIL: Larry@LarryShapiro.com

LARRY SHAPIRO
PALO ALTO AIRPORT

DIRECT: (650) 424-1801
FACSIMILE: (650) 424-1806
PAGER: (650) 340-3618

We'd Like To Know! Please FAX or MAIL this form to the above address.

- (1) Is this your first airplane¹? _____
- (2) If not, do you presently own an airplane? _____ What is (or was) it? _____
- (3) How many hours per year do you fly now? _____
- (4) How many hours do you anticipate you will fly with your new airplane? _____
- (5) How long do you want to keep this particular airplane? _____
- (6) Do you have a list of features you "absolutely" have to have²? _____
- (7) Are you a recreational pilot or is this a career move? _____
- (8) Are you aware of what it costs to run and maintain an airplane³? _____
- (9) Do you have a budget in mind? _____
- (10) What kind or type of car(s) do you drive? _____
- (11) How many pilots or potential pilots do you have in your family? _____
- (12) How many hours to you have now and when did you start flying? _____
- (13) Do you have a current medical, or a student pilot's license; what are the dates? _____
- (14) Do you have now, or will you have a house at Tahoe or Sun River? _____
- (15) Do you have any children or grand-children less than 12 years old⁴? _____
- (16) Do you have your needed financing in place⁵? _____
- (17) Where will you base your new airplane? _____
- (18) Are you looking for a "trainer⁶?" _____

We're happy that you want to become a new pilot or a better one. Just tell us what you want and when you want it.

¹ If it is, it will teach you two important things – how to own an airplane, and how to fly one. There are many differences between the selection of your first airplane and any others you may buy later on. The questions you will ask, the language you will use, and even your point of reference will change because your needs and requirements will have also changed. Selecting the right airplane takes time. We recommend that your first airplane not be your final airplane. When possible, involve your family in the selection process. It helps if they feel it's theirs too and it's a lot more fun.

² Now is a good time to reconcile yourself to the fact that it is impossible to find an airplane which has 100% of what you *think* you want. The most satisfied buyers tried for 80% and bought at 70.

³ Out-of-pocket expense and net cost play a major factor in purchasing an airplane. If you have questions about this please ask us. There are no free airplanes! You pay up front or sometime before you sell it for all the things you wanted in an airplane.

⁴ High wing airplanes tend to be a little safer and easier when you have little ones, (or older ones).

⁵ Airplanes are often lost while looking for \$\$\$.

⁶ If you are, we feel it should be under \$65K and under 200 HP. We also feel this class and price of aircraft is the fastest and safest way to learn to fly.