

Aircraft Portfolio Service



Develop a high quality loan portfolio secured by strong borrowers & assets.

If your goals are to increase your loan portfolio with high quality borrowers and strong asset values, you should consider an aircraft loan portfolio. We work with you to develop the loan portfolio and act as your origination service.

Benefits to you:

- *Dynamic portfolio growth*
- *Consistent loan products*
- *Quality investments*
- *High quality clientele*
- *Access a new client base, from which you will be able to cross-sell other Bank services to the clients*

We have a proven track record of developing aircraft portfolios for community, regional and national banks throughout the United States.

Our team offers the following aircraft lending experience to your existing loan operations:

- Credit review and cash flow analysis (personal and business)
- Net worth analysis and liquidity verification
- Collateral valuation using multiple appraisal resources
- Documenting the loan with all appropriate legal documents
- Coordinating closings between all parties (client, Bank, dealer, seller)
- Filing all necessary FAA paperwork to reflect the Bank's security interest
- Closing Title & Escrow services in partnership with our Title providers
- Familiarity with the aviation industry and aircraft lending products

We work with you to establish credit and asset criteria, growth guidelines you define, and develop this portfolio into a successful and profitable business. We recommend you consider allocating a portion of your assets for aircraft loans.

Please call us to discuss the opportunities that may exist in an aircraft lending partnership.

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