



**FLINN**



A V I A T I O N

[www.flinnaviation.com](http://www.flinnaviation.com)

**A WORLDWIDE DEALER  
OF QUALITY CORPORATE  
AIRCRAFT AND HELICOPTERS**

**COMPANY PROFILE**



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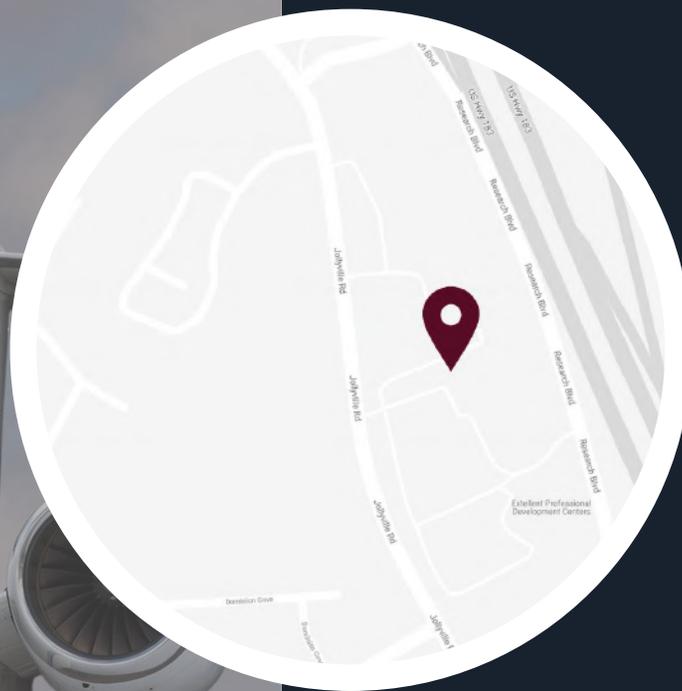
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# COMPANY OVERVIEW

Flinn Aviation, LLC is headquartered in Austin, TX and manages the sale of corporate jets, turboprops, and helicopters, with over 280 worldwide transactions to date. Our **20-year history** of successful aircraft transactions with a great deal of repeat business is testament to our professionalism, business ethics, and customer satisfaction. We are trusted by reputable aircraft owners and operators worldwide.

Flinn Aviation has rapidly become an **industry leader** in both the fixed wing and rotor wing markets with a customer list spanning the globe in every industry segment. Flinn Aviation is well versed in international transactions, which account for approximately 40% of our business. We have comprehensive market research, technical knowledge, and aggressive marketing techniques resulting in a proven and documented track record. Flinn Aviation is a member of the Helicopter Association International and the NBAA.





# HEADQUARTERS

Flinn Aviation, LLC began operations in 2002 in Austin, TX selling corporate jets and turboprops. Our headquarters remain in Austin, but we continue to sell aircraft all over the globe.

# WHAT TO EXPECT

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Flinn Aviation knows that every customer likes to be treated with courtesy and respect. Our **unique, personalized and plainspoken approach** helps us break any barrier of communication and allows us to listen to each client's needs and give attention to detail. Our company operates with flexibility, allowing us to quickly overcome obstacles that may occur during your buying or selling experience. View some more of our provided perks and services:



WORK WITH A  
**CONSULTANT**, NOT JUST  
A BROKER



**ATTENTION TO DETAIL** &  
PROFESSIONALISM



COMPREHENSIVE  
**MARKET ANALYSIS**  
AND RESEARCH IN  
JETS, TURBOPROPS &  
HELICOPTERS



**FLEET PLANNING** &  
AIRCRAFT SELECTION



KNOW YOUR AIRCRAFT  
THOROUGHLY AND  
HIGHLIGHT THE MOST  
DESIREABLE FEATURES



CREATIVE AND  
EFFECTIVE SELLING  
AND MARKETING  
WORLDWIDE



BROAD REACH  
RESULTING IN HIGH  
VISIBILITY AND  
EXPOSURE FOR YOUR  
AIRCRAFT



OBTAIN **INDUSTRY WIDE**  
**INTEREST** IN YOUR  
AIRCRAFT



**AIRCRAFT**  
**REPRESENTATION**  
DURING THE PRE-  
PURCHASE INSPECTION



**SMOOTH SELLING**  
**PROCESS** FROM INITIAL  
INQUIRY TO CLOSING



**WELL KNOWN BY**  
**ESCROW COMPANIES**



**LIFETIME RESOURCE**  
FOR ALL OF YOUR  
AVIATION NEEDS

# SALES PROCESS

When selling your aircraft, Flinn Aviation will analyze the market, negotiate and close the sale efficiently and effectively, resulting in a **seamless transaction** which maximizes your potential return. Our complete and all-inclusive marketing services includes:

## MARKET RESEARCH

Flinn aviation researches the market and obtains recent sales history or equivalent aircraft. The market conditions are evaluated including inventory levels and trends to determine the asking price. This helps determine your aircraft's position in the market.

## EXPERT EVALUATION

Our expert team will evaluate your aircraft for its overall condition and all technical and regulatory requirements. We will personally view the aircraft and records to ensure accurate representation while resolving document discrepancies.

## CREATE MARKETING ASSETS

Flinn Aviation supports our clients by providing informative and useful marketing assets to get the attention of buyers. We provide a photoshoot, spec sheets, direct mailing pieces, print ads, web listings, aircraft directory listings, email marketing and videos.

## MARKETING PLAN EXECUTION

We provide international, multi-channel marketing plans to accurately represent your aircraft to prospective buyers. We reach prospects whose mission profile and budget match your aircraft. Based on the make, model and location of buyers, we customize a plan to integrate a combination of the following tactics:

- Producing print and digital sales sheets with photos
- International direct mail and email campaigns
- Personalized Telephone Marketing Plan
- Aircraft promotion at aviation shows and events

## PRE-PURCHASE INSPECTION

Flinn Aviation arranges for an authorized technical representative onsite to supervise and verify the pre-purchase inspection. We coordinate everything from location to results. Our expert team reviews all discrepancies and make certain of any proposed repairs.

## FOLLOW-UP

Flinn Aviation will ALWAYS be your aviation resource for all of your flight department needs and aircraft ownership and operating responsibilities.

## PROMPT OFFER RESPONSE

Timing is essential when it comes to working with clients and buyers. Our team will communicate with you throughout the process, from inquiries to finalizing price. We schedule inspections and make it top priority to respond to qualified buyers in a timely manner. We make the process for you as easy as possible.

## OVERSEE CLOSING

Closing ensures proper transfer of title and funds. The Flinn Aviation team assists with identifying tax-friendly closing locations and we confirm all transactions are fully funded procuring all documentation needed for closing.

# BEYOND THE TRANSACTION

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Follow up is key for Flinn Aviation. Even after the transaction is complete, we want the buyer to be happy. Every situation is different and buyers may have different requests. On occasion, we help with the following:

## **Delivery or Shipping**

Aid in delivery or shipping to the purchaser's location

## **Meeting Import/Export**

When necessary, assist in meeting import/export requirements and certification

## **MRO/Completion Center Recommendations**

Recommend MROs or Completion Centers for any necessary upgrades including avionics, cosmetics, etc.

## **AOG Recommendations**

Assist with recommendations for scheduled or AOG maintenance facilities, crew training & any other flight





## WHO WE SERVE

With over 280 worldwide transactions to date, and international transactions accounting for 40% of our business, our client base includes everyone from small flight companies to large corporations.

Our broad experience and knowledge allows us to serve any client regardless of size . We also have a staff on hand fluent in English, Spanish, Portuguese and Russian.

**Hello. Hola. Olá. Здравствуйте.**

Yes, we have staff fluent in English, Spanish, Portuguese & Russian.

# OUR TEAM

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## THOMAS H. FLINN

OWNER & FOUNDER

Tom has over 20 years of full-time history selling corporate aircraft as a broker and a dealer, with over 200 turbine aircraft sold. Tom attended Texas A&M University and received a B.S. and M.B.A. in Finance. His flying experience totals 2,400 hours of flying corporate, charter and freight.



## JOEL DE LA GARZA

HELICOPTER SALES

Joel has 17 years of helicopter sales experience with over 70 turbine helicopters sold, and 1,100 hours of helicopter flight time supporting the offshore oil industry. Joel obtained a B.S. in Marketing at the University of Texas at Austin and a M.B.A. in Aviation at Embry-Riddle Daytona.





## PETE FLINN

### FIXED WING SALES

Pete began his aviation career as a corporate pilot in 2007, gathering over 3,000 hours of flight time in a variety of corporate aircraft. He joined the Flinn Aviation team in 2013 and is now a Fixed Wing Salesman specializing in turboprops and light to mid-size jets. He attended Texas A&M university and lives in Austin, TX.



## HEIDI JENKINS

### FIXED WING SALES

Now in her 20th year of business aviation, Heidi comes from a family with deep roots in the aviation community, beginning her aviation career working for her father, the late John Jenkins at Jet Global. With an MBA and Master's degrees in International Business and Information Technology Systems from Johns Hopkins University, Heidi's career has focused on cabin class business aircraft sales, successfully completing 144 transactions. She has a large International customer base having lived throughout Europe including Istanbul. Heidi donates her time and attention to the DEA Educational Foundation, and she, her husband, and their 6 year-old daughter reside in Austin.

# CONTACT US

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