

Initial Seller Contact Procedures

JTA receives many calls and emails from Twin Cessna Owners.

In order to provide aircraft owners, wishing to sell their aircraft, with a prompt and professional reply, a telephone call is necessary. JTA will simply have too many questions of the Owner and the need to discuss JTA's explanation of Listing and Sales Procedures, addressing the current marketplace, etc., is beyond the scope of an email.

After an initial conversation, JTA requests every Owner/Seller having further interest in JTA's Listing Services, to email a current list of the Aircraft's Specifications and some current photographs.

A sample of a Specification List can be obtained and typical photographs can be viewed at Available Aircraft on JTA's website. In addition, JTA can provide the Owner with a few photography tips. A serious Seller will need "Specs and Photographs" regardless of doing business with JTA or not.

The Specification List needs to be as specific as possible. For example, do not list Garmin Transponder, but rather GTX-330 Transponder. After the Engine and Propeller Hours is an important suffix, i.e., Since New, Since Rebuilt, Since Overhaul, etc. JTA will often call the Owner with additional questions after receiving the Specifications and Photographs.

JTA will evaluate the Specifications, Photographs and other information, and provide the Owner with an Evaluation. Should JTA formally list the aircraft, JTA will travel to see the aircraft as soon as possible. JTA will confirm Specifications and conduct additional photography and a JTA Narrated Video.

There are two situations when JTA **WILL NOT** be able to provide aircraft value information.

1. On an initial call or email, as described above, with due fairness and respect to the Owner, the aircraft and JTA, telephone guesses and "ballpark" numbers serve no one well. JTA will not supply quick guesses to a caller reading off Specs.
2. JTA is a Sales Entity. JTA will not offer opinions and judgments on the price structure, or other actions, for competitive aircraft. Example: "You are the Twin Cessna Guru. I found this aircraft and they are asking XYZ dollars, do you think it is a good deal?" Sorry, JTA is unable to respond.

JTA suggests Twin Cessna Owner organize their aircraft's Specifications; know key dates, weights and other information that a professional aircraft broker will likely ask about. Assemble all of this information, photographs and contact JTA. It is step number one to your aircraft being sold by JTA.