
From: Larry Visoski [REDACTED]
Sent: Monday, March 4, 2019 7:38 PM
To: Je vacation
Cc: Darren Indyke; Rich Kahn
Subject: GIV buyer

From=Gary,

=span style="background-color: rgba(255, 255, 255, 0);">>

<=iv class="gmail_default">Larry,

After spe=king with Thomas here is what I have him agreeing to now;

\$3.4 Million price -200K credit for lease ho=rs = \$3.2 Balance*

N=te - The Bank will lend 2.0M, + he has 900K to put down which is from an eq=ity draw against his 3 Falcons.

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*300K as a 2nd mortgage held by JE that can be converted to a=ditional lease hours once the first 200K has been used up. Otherwise Thomas=needs to get the 300K from his top clients, and in order to do that, he nee=s the aircraft available to do a demo.

Here is my suggestion; We do not want to DEMO a virgin P=I (Pre Purchase Inspection) aircraft without a solid deal, so we tell him s=gn up now (as above with the 300K 2nd mortgage) and then he can go do his d=mo show with his aircraft. If his investor then come on board within 60 day= (whatever JE agrees to, maybe 90 days) we extend Thomas a discount of perh=ps \$100k for paying off the 2nd mortgage early.

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With respect to the other points;

Section 2 DRY L=ASE - 14 days notice is more than sufficient. # of Hours is dictated by the=cost which would essentially be DOC + sufficient agreeable reserves. He men=ioned \$1000 per landing to build up his reserve for the impending gear over=aul in about 600 landings.

Section 5 AVIONICS/36 MONTH - He is ok to structure this post closing if w= can avoid sending any flags up with respect to the bank. Perhaps a side ag=ement confirming we will cover the cost. He confirms that you will have no=personal liability, he is just counting on your assistance with the transit=on because your so intimate with the condition of the aircraft.

Let me know your thoughts.

&n=sp; Sincerely,

&=bsp; Gary Anzalone
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Sent from my iPad

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