

Aircraft Broker 101

Aircraft Brokerage Business Structure

Aircraft Brokers Association International

Tools of the Trade

Buyer's, Seller's, and Broker's Psychology

How to be a Seller's Broker

How to Locate Aircraft to Sell

How to Approach Sellers and Get Listings

Listing Information

Advertising Your Listings

Aircraft Exchange Network Website

Dealing with Potential Buyer and Tire Kickers

Avoiding Common Scams

Closing the Sale

FAA Paperwork

Aircraft Delivery

How to be a Buyer's Broker

Getting Paid

Other Opportunities for Brokers