



# AIRCRAFT REPOSSESSION CONFERENCE

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# AGENDA

- Sage-Popovich Company Overview
- Voluntary Return vs. Court Order
- Required Documents
- Preparation
- Capture !
- Conclusion



# Sage-Popovich Company Overview

- 47 office staff and 65 field inspectors
- 31 successful years in business
- 1,403 repossessions to date
- Global aviation solutions and services



# REPOSSESSIONS

**“ The first repo is ALWAYS the best”**



## VOLUNTARY RETURN vs. COURT ORDER

- Determine Voluntary Return Option
- Saves Time and Money
- No Bond Required
- Legal Fees Reduced
- No Geographical Limit
- No Limitations for Movement/Storage



# KNOW YOUR DOCUMENTS

- Confirm the default with Lender/Lessor
- Ask for confirmation
- “Right to Cure” Law
- Certified copies of Legal Documents
  1. Power of Attorney
  2. Court Order



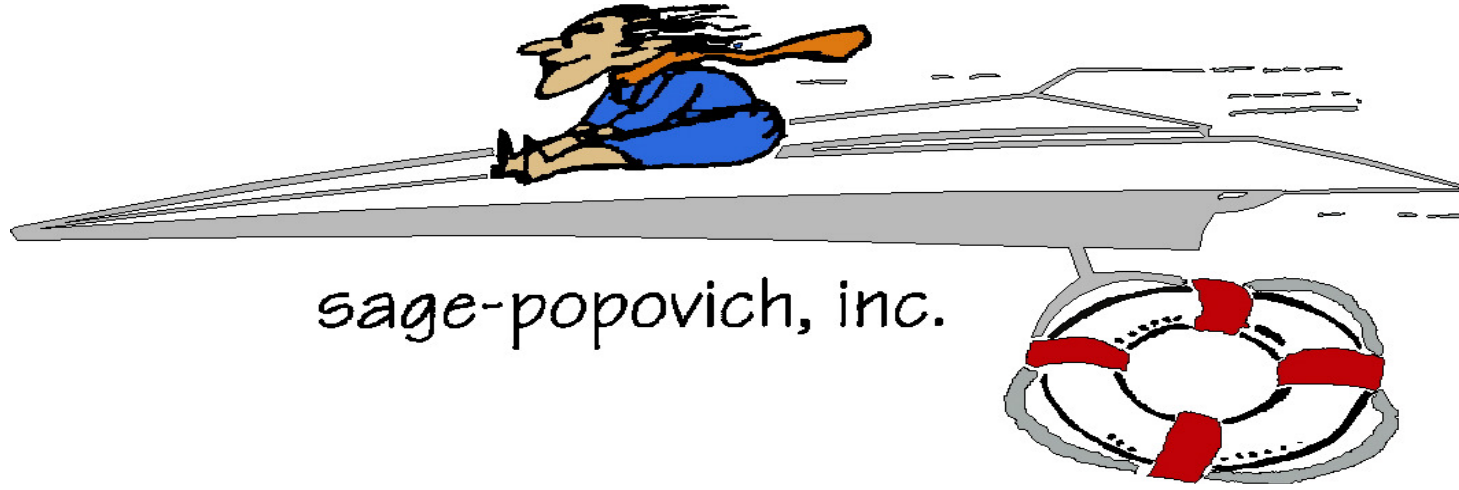
# Preparation

- Last known location
- Copies or scans of available records
- Confirm maintenance tracking
- Confirm engine program
- Hire qualified pilots
- Repo book for the Repo Man
- Insurance



# Capture !

- Scout aircraft location
- Post repossession notice and take photo
- File Incident Report with local police
- Inform Airport Authority
- Inspect aircraft
- Recover aircraft logbooks/records
- Obtain Ferry Permit
- Borescope
- Inspect, inventory, and photos
- Notify the Lender



**BUH - BYE**