Business jet loan prequalification checklist

15 questions for an initial lender-interest conversation. Purchase or refinance; owner-pilots, corporate flight departments and professionally managed aircraft. Estimates are welcome when labeled; mark unknown or N/A explicitly.

Prepared by / date: _____

01. Who is requesting the financing, and who would own and guarantee it?

Name the buyer/entity, ownership percentages, proposed borrower and willing guarantors. Summarize entity layers, residence/incorporation countries and planned registration; no ID numbers.

02. Is this a purchase or refinance, and what is the objective?

Identify first jet, replacement or additional aircraft; acquisition stage or current ownership. For refinance, explain rate/cash-flow/maturity goals and any cash-out request separately.

03. Which aircraft is being considered?

Year, exact make/model/variant, serial and registration if known, listing/specification link, approximate total time and engine/APU status. If shopping, give a specific target range.

04. What price, value and loan amount are you proposing?

State purchase price or estimated current value with date/basis, requested proceeds and planned cash contribution. Separate requests from lender-accepted value and approved proceeds.

05. How and where will the aircraft be operated?

Personal/corporate Part 91, intended Part 135/charter, leaseback or mixed use; estimated annual hours, home base, operating countries and proposed management company. Flag unknowns.

Prequalification / questions 6-10

06. What cash is available for the transaction and ownership?

Approximate unrestricted funds for equity/fees and the source (cash, investment sale, asset sale or borrowing). Identify timing, encumbrances and liquidity remaining after closing; separate retirement/restricted assets.

07. What recurring income or business cash flow supports repayment?

Summarize buyer/guarantor income sources, approximate annual amounts, business ownership, recent trends and unusual items. Identify the period and whether figures are estimates, filed returns or prepared accounts.

08. What existing obligations must that cash flow support?

Approximate personal/business debt service, guarantees, major near-term maturities and other material commitments, including the proposed aircraft's debt and continuing operating costs.

09. What credit issues or material financial changes need early discussion?

Optional self-reported credit range if known; summarize late payments, defaults, bankruptcies, tax liens, litigation or recent income/liquidity changes with dates/status. Do not provide SSNs or authorize a credit pull here.

10. What financial evidence can be supplied through a secure process?

Availability and dates of a personal financial statement, tax returns, bank/brokerage evidence, entity chart, business P&L;/balance sheet and debt schedule, as applicable. Ask the lender for its actual document list.

Prequalification / questions 11-15

11. What is known about condition, records and pre-buy findings?

Damage/repair history, logbook gaps, modifications, inspection status and major findings. Identify report/facility, estimate, who pays, contractual remedy, completion date and any open lender/value question.

12. What maintenance and program cash comes due next?

Summarize major dated engine/APU/airframe events, current program enrollment/transfer/buy-in/exclusions, confirmed funding by invoice date, reserve cash and expected downtime. Mark unverified coverage.

13. If refinancing, what is the current debt and proposed exit?

Current principal and dated payoff, rate/reset terms, payment, remaining amortization/maturity, prepayment costs and desired new terms/hold. Separate payoff charges, new cash fees, financed fees and requested cash-out. If purchase, mark N/A.

14. Are operating, insurance, title and transaction arrangements ready?

Crew qualifications/training, management and insurance-quote status; purchase contract/deposit/contingencies, title/escrow provider, existing liens and import/export or registration complexities. Identify remaining adviser work.

15. What timing and structure would make a proposal useful?

Target closing date, decision deadline, desired amortization/maturity/fixed period, expected ownership horizon, acceptable guaranty/collateral structure and key unresolved conditions. Note funds or approvals that are not yet available.

How to use your scenario summary

This original checklist helps a lender decide whether to request a fuller review. It is not a credit application, authorization to obtain credit, preapproval, rate quote or commitment. There is no automatic pass/fail score, minimum net worth, universal advance, required credit score or promised turnaround.

Keep the first discussion concise

Give the aircraft, use, price/value basis, requested loan, cash contribution, repayment sources, ownership/guarantor structure, timing and known concerns. Distinguish your estimates from confirmed facts. Update the summary if the aircraft, buyer/entity, intended use, condition or transaction terms change.

Handle financial evidence separately

Keep the completed checklist private. Do not put Social Security numbers, account numbers, identification documents or tax returns in this worksheet or the public contact form. Use the initial inquiry for a brief summary and arrange an appropriate secure document process before sharing supporting evidence. Do not assume that completing this PDF transmits it to anyone.

Match the planning definitions

Use Cash to Close for price/value/proceeds and deposit reconciliation; Refinance for existing versus new debt at a common exit; Maintenance Reserve for dated events, confirmed by-due funding and downtime. These are the same definitions in the online tools and Excel workbook v1.1. Cash-out and variable-rate refinance require separate analysis.

Financing overview | Start a financing conversation | Workbook and other PDFs

Sources and scope

Reviewed October 23, 2026. These original planning worksheets combine the sources below with the site's disclosed cash-flow methods. Illustrations are invented. Lender requirements, contracts and qualified adviser conclusions control.

[R9] AOPA Finance, The 3 Critical Details Lenders Need Upfront (2026-03-27)
Ownership structure, intended use and damage history; lender-specific underwriting varies.
Read source

[R10] AirFleet Capital, Application V10 (2024-06-21)
Provider-specific application fields/document examples. No document count, timeline, guaranty or eligibility policy is adopted as universal.
Read source

[R11] AOPA Finance, What Lenders Look for and Why It Matters (2024-10-01)
Separate borrower/aircraft evaluation and condition/records factors; no advance or term thresholds generalized.
Read source

[R12] AOPA Finance, Common Reasons Loans Stall Out (2026-03-03)
Documentation and cash-flow support in provider context; obtain the reviewing lender's actual requirements.
Read source