

## Curriculum Vitae

### **JASON ZILBERBRAND, ASA, CAA, ISA AM, AOA AM, MRAeS**

USPAP Compliant  
Accredited Senior Appraiser  
Machinery and Technical Specialties (Aircraft)  
American Society of Appraisers



VREF Aircraft Value Reference, Appraisal, & Litigation Services  
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#### **Summary of Expertise:**

26 years as an aviation professional, Senior Accredited Aircraft Appraiser with the American Society of Appraisers (ASA), Senior Accredited Aircraft Appraiser with the International Society of Appraisers (ISA), Senior Accredited Aircraft Appraiser with the Association of Online Appraisers (AOA), Senior Accredited Aircraft Appraiser with the Appraisers National Association (ANA), aircraft broker, inventorying dealer, acquisition agent, aircraft owner, aircraft operator, contract negotiator, consultant, teacher, conference speaker, and author. He has 15 years' experience as an inventory aircraft dealer with a 300-million-dollar credit facility, and over 4.5 billion in aircraft transactions. He is a Member of the Royal Aeronautical Society, as well as a Board Member of the American Society of Appraisers Chicago Chapter 033 and GLADA. He frequently performs appraisal reviews, peer reviews related to aircraft appraisal. Works internationally with numerous foreign cultures. Teaching experience includes ASA ME201 training for MTS aircraft appraisers. Appraisal experience includes over 600 appraisals on aircraft ranging from light sport through commercial narrow body airliners. Experience in Bombardier, Gulfstream, Dassault, Cessna, Pilatus, Beechcraft, Honda Jet, King Air's, Lear Jet, Embraer, Eclipse, Boeing, Piper, Mooney, Tecnam, Icon, Diamond and Cirrus. Experience includes legal cases involving breach of contract, fraud, misrepresentation in aircraft purchases and diminution of value.

Areas of aviation expertise include:

- Business aviation transactions
- Breach of contract disputes
- Corporate breach of contract
- Back to back disputes
- Agent agreements
- Aircraft valuation, valuation standards, personal property appraisal, USPAP 7&8 standards
- Aircraft diminution of value, post-accident damage, insurance claims
- Aircraft Depreciation, historical depreciation
- Engine maintenance programs, Airframe Maintenance Programs, Power by the hour programs contracts, and standards
- Turbine engine preservation and storage
- Statistical analysis of aircraft values
- Aircraft resale, aircraft import/export
- Pre-buy evaluation oversight
- Aircraft purchase ownership structure

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## EMPLOYMENT HISTORY

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### **VREF Aircraft Value Reference & Appraisal Services**

2018 –

President and CTO

- Oversee all day-to-day operations.
- Manages all software development and implementation.
- Manages marketing and new business development.
- Website management, social media management, SEO/SEM Management.
- Oversee data analytics, data mining, and research.
- Complete Aircraft Appraisals for all aircraft types.
- Oversee staff appraisal work and research.
- Work directly with Aircraft Manufacturers, Banks, Lenders, NetJets, and Fortune 100 clients.
- Assist clients with aircraft acquisition guidance.
- Oversee and consult with clients on aircraft purchase, pre-buy evaluations and agreements.
- Assist in new aircraft ordering and contract negotiations.

- Teach appraisal methodology to staff and vendors.
- Develop and evaluate new formulas and methods for high time aircraft.
- Develop damage history and corrosion guidelines for valuing aircraft.
- Evaluate aircraft and Compile valuation data.
- Consult to counsel on aviation agreement disputes and related litigation.
- Author blogs, white papers, articles, webinars.
- Present at international aviation events, conferences, seminars and continuing education seminars.

### **Aurum Jets**

2014 – 2018

President

- Directed all aspects of company with 8 employees and successfully opened multiple international offices in Russia, Ukraine and India. Completed over \$50M in inventory purchases and sales.
- Completed over \$1 Billion in Brokered Pre-Owned aircraft sales
- Speaking Engagement at the Russian Business Aviation Forum in Moscow Russia 2014 and 2015
- Managed all foreign government clients, and completed over two-dozen transactions involving distressed, repossessed or unairworthy assets. Completed hundreds of appraisals on numerous aircraft types.
- Active member of the aviation community with a specialty in valuation and market forecasting.
- Created numerous Trusts, and LLC's for aircraft purchase and strategic estate planning.

### **The Jet Collection**

2004 – 2014

President

- Directed all aspects of company with 10 employees and \$5M in annual net revenue as broker and dealer of aircraft with more than \$2B in inventory.
- Brokered over \$3 Billion in total aircraft sales both new and pre-owned.
- Tomb Stone recipient from National City Commercial Capital Company (NC4) for three transactions: Falcon 7X total gross profit \$17,059,000, Global Express XRS total gross profit \$10,000,000 and Global Express XRS 2 total gross profit \$10,000,000.
- Overcame challenges such as economic downturns.
- Gained in-depth knowledge of running an international company; applied moral and ethical attributes to management of business in industry facing numerous obstacles.
- Managed appraisals, pre-purchase inspections and contract negotiations.

- Oversaw effective branding of company, including marketing, advertising, and website design, introducing strategy that increased revenue 40%.
- Built international sales team with representatives in Turkey, Russia, India, France, Germany, UK, China, South America, Mexico, and Canada. Emphasized knowledge of aviation, culture, and language.
- Identified key qualifications in employees, including self-motivation, communication, and professionalism to build solid sales team with excellent closing skills.
- Coached and trained sales team in one-on-one sessions to improve sales skills and build knowledge of aviation market.
- Owned and operated personal business jet and had numerous aircraft in operation on short term lease.

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**Jet Support Services Inc. (JSSI)**  
Vice President, Sales

1994 – 2004

- Built thriving territory consisting of 25 states for largest independent provider of hourly cost maintenance programs for turbine-powered aircraft; \$200M revenue, 50 employees, and 250 new enrollments annually.
- Gained substantial sales experience and confidence. Earned rank of #1 representative, selling intangible assets with long lead times.
- Exceeded sales quota of 20 new enrollments annually from cold calls.
- Employed persistence over 5 years to close General Motors, leading to enrollments with Volkswagen, Ford, and Chrysler. Closed 80% of Detroit companies such as Compuware, Delphi, Federal Mogul, Steelcase, Whirlpool, US Bank, Fleet Bank, Provident Bank, Cardinal Health, Wendy's, Johnson Controls, Altria.
- Expanded aviation knowledge, gaining invaluable insight into industry from maintenance to operations in order to competently interact with targeted clients.

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**EDUCATION**

**B.A., Psychology**, Roosevelt University, Chicago, Illinois, 1999

Minor: Quantitative Statistics

National Dean's List -GPA: 4.0-

## CERTIFICATES AND CERTIFICATION

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1. **American Society of Appraisers Accredited Senior Appraiser MTS group.**
2. **International Society of Appraisers Accredited Member.**
3. **Association of Online Appraisers Accredited Member.**
4. **Appraisers National Association Accredited Member.**
5. **USPAP** compliant through February 2021
6. **ME201, ME202, ME203 and ME204** 120 hours completed 3/2019
7. **SEAK conference Expert Witness Training** 4/19

## RECENT PUBLICATIONS

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- Published 2020/02/03 Why the Piston Aircraft Makes Good Business Sense
- Published 2020/02/03 A Step-By-Step Guide to Walk You Through the Process of Obtaining an Airplane Loan
- Published 2020/01/28 Always Listening: 4 Facts You Never Knew About the Black Box
- Published 2020/01/21 Who Needs A Captain: 5 Celebrities Who are Also
- Published 2020/01/21 What is Fractional Jet Ownership? A Definitive Guide To Everything You Need to
- Published 2020/01/21 Out With The Old, In With The New: 5 Big Tips For Selling Your Jet Before Buying A New One
- Published 2020/01/10 5 Tips For Buying Antique Airplanes
- Published 2020/01/024 Things You Should Know If You Dream of Buying a Fighter Jet
- Published 2019/12/23 Flying High Class: 5 of the Most Expensive Aircraft In the World
- Published 2019/12/23 The Grumman XF5F-1
- Published 2019/12/16 7 Mistakes to Avoid When Buying a Plane
- Published 2019/12/13A Beginner Buyer's Guide to Aircraft
- Published 2019/12/04 4 Things You Should Know If You Dream of Buying a Fighter Jet
- Published 2019/11/29 How to Find the Best Aircraft Loans
- Published 2019/11/29 Stay Up to Date and In the Loop: 5 Pilot Podcasts to Listen To
- Published 2019/11/27 VREF Value Vector Newsletter 4th Quarter 2019 by Jason Zilberbrand, ASA, ISA AM, MRAeS
- Published 2019/11/25 5 of the Best Personal Aircraft For First-Time
- Published 2019/11/25 Private Jet Cost Guide: How Private Jet Prices Are Determined
- Published 2019/11/25 6 Things That Could Hurt Your Aircraft Valuation
- How regular maintenance can preserve your small plane investment- 4/2019
- How to know when it's time for a private jet upgrade 4/2019
- The Dos and Don'ts of Hiring Aircraft Appraisers 4/2019
- Garmin G3X Touch: The Basics 4/2019
- Why You Should Involve a Professional Aircraft Appraiser During Purchase 4/2019
- 4 Vital Things That Affect the Aircraft Values for Helicopters 4/2019
- FAA Issues Policy Statement for Operating Without ADS-B 4/2019
- Here Is Why a Professional Aircraft Mechanic Is Very Important 4/2019
- 4 Aircraft Maintenance Tips to Boost Your Helicopter Value 4/2019
- Why Is the USPAP Certification Statement Important? 4/2019

- What to Consider When Shopping for Your Corporate Private Plane 4/2019
- 4 Aircraft Maintenance Tips to Boost Your Helicopter Value 4/2019
- 5 Crucial Factors That Affect Private Jet Prices 4/2019
- GARMIN G3X TOUCH APPROVED 4/2019
- VREF 2019 Forecast 3/2019
- VREF Market Leader Newsletter February 2019 3/2019
- Your Business is Clear for Takeoff: How to Start a Private Jet Charter Business 3/2019
- Arriving in Style: The 4 Best Private Airports in the United States 3/2019
- Everything You Wanted to Know about the Bell 206 Helicopter Series 2/2019
- 10 Things Non-Pilots Don't Understand about Small Private Jets 2/2019
- The Complete History of the Piston Plane Engine: How the Piston Engine Changed the Skies 2/2019
- How Much is a Helicopter? 7 Helicopters Ranked by Price (Low to High) 2/2019
- Flying Lavishly in a G650: Your Guide to Buying Gulfstream Jets 2/2019
- Double the Engines, Double the Due Diligence: Considerations When Buying a Twin Engine Plane 2/2019
- President Trump's Aging Business Jet fleet: What it's Worth! 2/2019
- Airplane Buyers Guide: Top 20 Tips For Beginners 1/2019
- Three of the Best Private Jets with Insane Resale Value (and Two Lemons to Avoid) 1/2019
- A Brief Guide to Aircraft Depreciation 1/2019
- Income, Sales, and Personal Property: An Introduction to Income Taxes for Pilots 1/2019
- 5 of Our Favorite Aviation Stories from 2018 1/2019
- No Employee Business Expenses for Individual Owners: What Light Jet Owners Need to Know 1/2019
- How Long Can You Use the 100 Percent Private Jet Tax Break? 1/2019
- Is an Electric Jet on the Horizon? Industry Innovators Say Absolutely 1/2019
- 5 Airports in Europe Uniquely Qualified to Land Private Planes 1/2019
- VREF helps Donald Trump Value his Aging Air Fleet 1/2019
- Preowned Report: Used Market Hitting the Apex 12/2018
- Guinness World Record for the farthest distance traveled by electric helicopter! 12/2018
- A Beginner's Guide to the Different Types of Private Jets and Their Amenities 12/2018
- Skunk Works and the development of the SR-71 12/2018
- Chuck Yeager "Rocket Man" 12/2018
- VREF Market Leader Newsletter Volume 4 2018 11/2018
- 10 Shocking Airplane Facts Every Frequent Flyer Needs to Know About 11/2018
- Hugh Hefner's DC-9 the Real Playboy Mansion! 11/2018
- Elvis Ain't Nothing But a Hound Dog! 11/2018
- James Brown's 1965 Learjet 23 cost \$713,000 in 1966 10/2018
- VREF Market Update June 2018
- Vref Market Leader Newsletter 2018 Vol 2 Spring
- VREF Market Leader Newsletter August 2018
- Bill Lear: The Learjet and the 8-Track Audio Player 9/2018
- Fun Aviation Facts that you probably don't know! 9/2018
- The Importance of Getting an Aircraft Appraisal for Your Plane 9/2018

## **RECENT EXPERT WITNESS CASES**

- JR14LLC v. Flying Colours (represented the plaintiff)
- CJ3SP LLC and CNR Transportation LLC v Air General (represented the plaintiff)
- Elite Aviation Services LLC V Ace Pools and Tracey Welchel (represent the plaintiff)
- Suntx Capital v BBA (represent the plaintiff)
- Double H International v Baker Aviation (represent the defendant)
- Bloom Business Jets LLC v Glencove holdings Inc (represent the plaintiff)
- Pro By Air v Banyan Air Services (represent the plaintiff)
- UJM I, LLC v. ALL IN JETS, LLC (represent the defendant)

## RECENT APPRAISALS

Interest	Property Type	Purpose
Bombardier Global 6000	Aircraft	FMV/OLV
Honda Jet	Aircraft	FMV and DOV
Bombardier Challenger 350	Aircraft	FMV/OLV
Bombardier Global 5000	Aircraft	FMV/OLV
Dassault Falcon 7X	Aircraft	FMV/OLV
Pilatus PC12 NG	Aircraft	FMV/OLV
Nextant 400XTi	Aircraft	FMV/OLV
Gulfstream G150	Aircraft	FMV/OLV
Beech 1900D	Aircraft	FMV Report
Aero Sport	Aircraft	FMV Report Cost Replacement
Piper Comanche	Aircraft	FMV Report
Sling 2	Aircraft	FMV Report
Beech Bonanza	Aircraft	FMV Report
CL 604	Aircraft	FMV Report
G200	Aircraft	FMV Report
Cessna 421C	Aircraft	FMV Report
Piper Meridian	Aircraft	FMV Report, refi
Legacy 650	Aircraft	FMV Report
Agusta AW109SP	Aircraft	FMV Report
Legacy 650	Aircraft	FMV Report
G550	Aircraft	FMV Report Diminution
Hawker 850XP	Aircraft	FMV Report
Pilatus PC12	Aircraft	FMV Report
Falcon 7X	Aircraft	FMV Report
Global Express	Aircraft	FMV Report
AW139	Aircraft	FMV Report
Challenger 300	Aircraft	FMV Report
Dornier 328	Aircraft	FMV Report
PC12 Fleet	Aircraft and Inventory	FMV Report
Cessna 414A	Aircraft	FMV report

Global Express	Aircraft	FMV Report
Legacy 600	Aircraft	FMV Report
BR710	Engine	FMV Report Diminution
Challenger 850	Aircraft	FMV Report
PC12 NG	Aircraft	FMV Report
PC12	Aircraft	FMV Report
PC12	Aircraft	FMV Report
G550	Aircraft	FMV Report Diminution
Challenger 604	Aircraft	FMV Report
Bell 427	Aircraft	FMV Report
Boeing 767	Aircraft	FMV Report
Falcon 2000	Aircraft	FMV Report
G450	Aircraft	FMV Report
AS350B2	Aircraft	FMV Report
Let 410	Aircraft	FMV Report
900EX	Aircraft	FMV Report
737 VIP	Aircraft	FMV Report
GV	Aircraft	FMV Report
AW 119	Aircraft	FMV Report
PC12	Aircraft	FMV Report
Global 6000	Aircraft	FMV Report
Falcon 7X	Aircraft	FMV Report
G650	Aircraft	FMV Report
Cessna 208B	Aircraft	FMV Report
Bell 429	Aircraft	FMV Report
601-3A	Aircraft	FMV Report
King Air B250	Aircraft	FMV Report
Cl 300	Aircraft	FMV Report
800A	Aircraft	FMV Report
Global 6000	Aircraft	FMV Report
Boeing 737	Aircraft	FMV Report
PC12	Aircraft	FMV Report
Baron 58 P	Aircraft	FMV Report
800XP	Aircraft	FMV Report
Piaggio P180	Aircraft	FMV Report
Lear 45	Aircraft	FMV Report
Legacy 650	Aircraft	FMV Report
Cl 604	Aircraft	FMV Report
Bell 407	Aircraft	FMV Report



Global Express	Aircraft	FMV Report
Sovereign	Aircraft	FMV Report
Twin otter	Aircraft	FMV Report
Lear 45	Aircraft	FMV Report
Citation CJ4	Aircraft	FMV Report
Beech 1900	Aircraft	FMV Report
GIVSP	Aircraft	FMV Report
G550	Aircraft	FMV Report
G650	Aircraft	FMV Report
Lear 45	Aircraft	FMV Report
Global 6000	Aircraft	FMV Report
PC12	Aircraft	FMV Report
Lear 60	Aircraft	FMV Report
850XP	Aircraft	FMV Report
CL 300	Aircraft	FMV Report
EC130B4	Aircraft	FMV Report
PC12	Aircraft	FMV Report
PC12	Aircraft	FMV Report
Global EXP XRS	Aircraft	FMV Report Diminution
A109	Aircraft	FMV Report
PC12 Fleet	Aircraft Fleet	FMV Report
G650	Aircraft	FMV Report
Premier 1A	Aircraft	FMV Report
Falcon 900B	Aircraft	FMV Report
Global 5000	Aircraft	FMV Report
CL 650	Aircraft	FMV Report
PC12 Fleet	Aircraft Fleet	FMV Report
Hawker 800XP1	Aircraft	FMV Report
G450	Aircraft	FMV Report
Global EXP XRS	Aircraft	FMV Report
Piaggio P180	Aircraft	FMV Report
CJ2	Aircraft	FMV Report
900XP	Aircraft	FMV Report
Global 6000	Aircraft	FMV Report
G650	Aircraft	FMV Report

G200	Aircraft	FMV Report
CL 300	Aircraft	FMV Report
PC12	Aircraft	FMV Report
Beech jet 400A	Aircraft	FMV Report
GIV	Aircraft	FMV Report
King Air F90	Aircraft	FMV Report
Jet Star 731	Aircraft	FMV Report
Bell 429	Aircraft	FMV Report
Citation Sovereign	Aircraft	FMV Report
BeechJet 400A	Aircraft	FMV Report
GIII	Aircraft	FMV Report
G650	Aircraft	FMV Report
Citation Sovereign	Aircraft	FMV Report
Conquest II	Aircraft	FMV Report
Beechjet 400A	Aircraft	FMV Report
G650	Aircraft	FMV Report
King Air B200	Aircraft	FMV Report
Citation Sovereign	Aircraft	FMV Report
Merlin III	Aircraft	FMV Report
Hawker 800XP	Aircraft	FMV Report
Citation ISP	Aircraft	FMV Report
Beechjet 400A	Aircraft	FMV Report
G-II	Aircraft	FMV Report
King Air B200	Aircraft	FMV Report
King Air B200	Aircraft	FMV Report
Westwind II	Aircraft	FMV Report
G-II	Aircraft	FMV Report
King Air B200	Aircraft	FMV Report
ATR 72	Aircraft	FMV Report
Hawker 800XP	Aircraft	FMV Report

CL300	Aircraft	FMV Report
CL300	Aircraft	FMV Report
CL300	Aircraft	FMV Report
CL300	Aircraft	FMV Report
Global EXP	Aircraft	FMV Report
Falcon 7X	Aircraft	FMV Report
CL300	Aircraft	FMV Report
Sabre 65	Aircraft	FMV Report
Citation III	Aircraft	FMV Report
CL300	Aircraft	FMV Report
731-3 engines	Engines	FMV Report
CL300	Aircraft	FMV Report
Falcon 10	Aircraft	FMV Report
CL300	Aircraft	FMV Report
G550	Aircraft	FMV Report
G550	Aircraft	FMV Report
G450	Aircraft	FMV Report
G450	Aircraft	FMV Report
G150	Aircraft	FMV Report
Falcon 50	Aircraft	FMV Report
Hawker 800A	Aircraft	FMV Report
Falcon 50	Aircraft	FMV Report
Lear 60SE	Aircraft	FMV Report
Citation II	Aircraft	FMV Report
Hawker 800Xp	Aircraft	FMV Report
Citation Sovereign	Aircraft	FMV Report
Lear 40XR	Aircraft	FMV Report
CL300	Aircraft	FMV Report
CL300	Aircraft	FMV Report
Lear 45	Aircraft	FMV Report

CII Fleet	Aircraft Fleet	FMV Report
Lear 60	Aircraft	FMV Report
Falcon 50	Aircraft	FMV Report
Lear 35A	Aircraft	FMV Report
Falcon 50	Aircraft	FMV Report
Eclipse 500	Aircraft	FMV Report
Hawker 700	Aircraft	FMV Report
Falcon 10	Aircraft	FMV Report
Eclipse 500	Aircraft	FMV Report

## ORGANIZATIONS AND SOCIETIES

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- Member of American Society of Appraisers (ASA)
- Member of International Society of Appraisers (ISA)
- Member of Association of Online Appraisers (AOA)
- Member of Appraisers National Association (ANA)
- Member of the Royal Aeronautical Society (RAeS)
- Member of American Bar Association (ABA)
- Member of Forensic Expert Witness Association (FEWA)
- Member of the International Society of Appraisers (ISA)
- Member of the Royal Institution of Chartered Surveyors (RICS)
- Member of National Business Aviation Association (NBAA)
- Member of European Business Aviation Association (EBAA)
- Member of National Aircraft Finance Association (NAFA)
- Member of Helicopter Association International (HAI)
- Member of Equipment Lease and Finance Association (ELFA)
- Member of International Society of Transport Aircraft Trading (ISTAT)
- Member of Association for Unmanned Vehicle Systems International (AUVSI)
- Member of Chicago Business Aviation Association (CBAA)
- Member of Lawyer-Pilot Bar Association
- Member of Global Licensed Aircraft Dealers Association (GLADA)

## BOARDS

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- **Director of Public Relations American Society of Appraisers (ASA) Chicago Chapter Number 033**
- **Global Licensed Aircraft Dealers Association (GLADA) Board of Directors**

## AWARDS

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- **National Graduating Honors-Roosevelt University**
- **National Deans List-1996, 1997, 1998, 1999**
- **The Franklin Honor Society Lifetime Membership 1999**
- **Russian Business Aircraft Association Foreign Broker of the Year 2016**