

# DISCOVER

# 5 CRITICAL MISTAKES

THAT CAN QUICKLY TURN  
— YOUR DREAM OF —  
BEECHCRAFT OWNERSHIP INTO A

## NIGHTMARE!



INCREASE THE VALUE & SAFETY OF YOUR BEECHCRAFT & FIND OUT:

- *How to avoid the high cost of repairs and save thousands of dollars in maintenance costs*
- *The #1 thing you MUST do to increase safety and decrease your risk of accidents*
- *Which helpful tools make your plane safer and easier to fly*

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From the Desk of Todd Peterson, Co-Owner of Elite Air Center

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# INTRODUCTION

“ *The bad news is time flies. The good news is you’re the pilot.* ”

Michael Altshuler

# MEET TODD PETERSON



Hello!

I'm the co-owner of Elite Air Center and an owner-pilot of a B55 Baron. I was fortunate to be exposed to airplanes at a young age. As a kid, my Dad owned a Cessna 172 with my future Father-in-Law, and there was nothing we enjoyed more than going for a ride over our farmyard and wheat fields.

I started working for 3M as a chemical engineer after college, and immediately began training for my Private Pilot license which I earned in 1997. I soon realized the value that an Instrument rating would bring, and earned this in 1998. The latest addition was my Multiengine rating, which I earned in 2018 when I purchased my Baron.

I've been blessed to meet so many great people through aviation these past 23 years. I've enjoyed being a member of three flying clubs throughout the Midwest, which has helped me learn from other pilots and gain valuable hands-on experience with numerous Beechcraft, Cessna, and Piper aircraft.

As a pilot and aircraft owner myself, I understand your needs & desires! I would like to share my experience and expertise in order to provide you with customized guidance as well as training solutions to help you achieve all your aviation goals.

Best Regards,  
Todd Peterson

*Todd Peterson*

Many pilots around the world dream of one day owning a Beechcraft, and according to our records, you are one of the few who has been able to turn that dream into reality!

Beechcraft has delivered some of the greatest general aviation airplanes in history, and owning one carries with it a high level of pride and prestige.

But while owning a Beech can be a dream come true for so many, it can also quickly turn into a nightmare if you are not careful.

In fact, this happens to more owners than you might realize due to five big mistakes that are commonly made.



In this brief report, we are going to identify the critical mistakes Beechcraft owners often make ... AND we are going to show you how to avoid them so you can get maximum enjoyment from your dream purchase.

***So, let's get started ...***

# BIG MISTAKE #1

## POOR MAINTENANCE MANAGEMENT

We've all learned that aircraft maintenance isn't cheap. In fact, it can be downright expensive. Research shows us that for some owners, the cost of an annual inspection and repairs can easily top \$10k for Bonanzas and \$20k for Barons for the first few years after purchase!

So how do you balance your desire to keep yourself and your loved ones safe with the high cost that can come with repairs? This is a question we all face. Here's what usually ends up happening – the maintenance costs become too large to justify, and the result is that many Beechcraft owners either sell their airplane or defer all but the most critical maintenance items. Clearly, neither of these are good long-term solutions.

One option is owner-assisted maintenance. While this is a good solution for some, the problem is that it requires a large time commitment. Also, unless you are mechanically inclined, it is going to take you several years to develop the skills needed to significantly reduce your maintenance costs.

**\$10K**

*an annual inspection  
and repairs for  
Bonanzas*

**\$20K**

*an annual inspection  
and repairs for  
Barons*

A better solution for most owners is to bring their airplane to a Beechcraft expert who works on Bonanzas and Barons every day of the week. Before maintenance work begins, true professionals will explain in detail everything that was found during the inspection, why each item should or should not be addressed, and what each will take to repair in terms of both time and money.

Since maintenance is inherently intrusive and can create new problems, the best shops know which items to address and which can be safely left alone for a later time – reducing aircraft downtime and saving the owner thousands of dollars.



# BIG MISTAKE #2

## AIRCRAFT DAMAGE



**100** Bonanzas and Barons are destroyed every year

**1036** accidents → **73%** pilot error

According to the American Bonanza Society, every year nearly 100 Bonanzas and Barons are destroyed or taken out of service, while fewer than 30 new aircraft are being built.

These statistics are concerning to those of us who would like to pass on the joy of flying a Beechcraft to future generations, because if this trend continues, at some point soon there will be nothing left to pass on. That's why aircraft damage needs to be avoided at all costs and,

***Even minor damage to an aircraft can severely affect its value***

While the damage of a gear-up landing or prop strike can be repaired to like-new condition, most buyers are reluctant to pay fair market value for an aircraft with damage history. In most cases, they expect to pay up to 30% less.

***Even worse, some buyers are not willing to risk purchasing an aircraft with damage history at any price.***

According to AOPA's latest Nall Report, there were 1036 general aviation accidents resulting in 283 fatalities. Pilot error was blamed for 755 (73%) of these accidents. This should not come as a complete surprise, given that some Bonanza and Baron pilots fly their airplanes fewer than 10 hours per year. It's simply not possible to maintain proficiency with so few flight hours spread over the course of a year.

Whether or not you receive your initial or recurrent training from us is not important. What is important, is that you receive training from someone who truly understands Beech aircraft and how to fly them. A couple of great Beech-specific training options include Bonanza & Baron Pilot Training offered by BPT, and the Beechcraft Pilot Proficiency Program (BPPP) from the American Bonanza Society.

If you do choose to fly with us, you'll receive training that was developed specifically for Beech aircraft. This training is valuable, enjoyable, can be completed at the convenience of your home airport, and is delivered by Matt Pearson - a former B747-400 line check teaching captain and current Baron owner.

We are the only airplane brokers providing pilot training at your home airport!

For pilots who are moving from a Bonanza to a Baron, insurance companies typically require 25 hours of flight training in Make & Model with an instructor. With our training program, this takes only 5 days to complete once you've earned your Multiengine rating.

We also offer a 3-day course, which is designed for new 58P owners who have previous Baron experience.

# BIG MISTAKE #3

## OUTDATED AVIONICS



Yes, it is true that \$10,000 spent on the latest piece of avionics is not perceived as an increase of \$10,000 in value for the buyer.

That's why we rarely recommend that an aircraft owner undergo a major avionics overhaul unless they plan on owning and enjoying the aircraft for at least the next 5 years.

However, Bonanzas and Barons are amazingly capable aircraft, and owners who do not make any upgrades to their avionics are missing out on some extremely helpful tools that make Beech aircraft safer and easier to fly.

Also, aircraft with outdated avionics often take a year or longer to sell – and often end up selling at significantly reduced prices.

Every owner should be at least generally aware of the new avionics that are available, decide which would have the greatest benefit to them, and then make the investment when the time is right.



# **BIG MISTAKE #4**

## **OLD AND OUTDATED PAINT & INTERIOR**

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There's nothing like a beautifully painted airplane with a new interior to attract attention and turn the heads of other aircraft owners. More importantly, these also impact the level of comfort and enjoyment your passengers have when travelling with you, while also resulting in higher resale value and a quicker sale when the time comes.

***Just remember - while savvy buyers may appreciate the updated appearance, they also understand the condition of the airplane underneath the paint & interior is the real key.***

For example, paint has often been used to hide corrosion or other issues that could lead to an expensive repair. That is why it's so important for buyers to have a qualified expert perform a pre-buy inspection.



# BIG MISTAKE #5

## CHOOSING THE WRONG TEAM

Despite the sacrifices, challenges and concerns we all encounter as Beechcraft owners, somehow these all fade into the distance and are temporarily forgotten when we take our favorite bird up into the air.

However, it's important to recognize what a difference it makes to have the right team on your side. Working together with you to help make Beechcraft ownership as rewarding as possible.

If you take the time to do some research, ask questions, and talk to other Beech owners about their experiences; you will be able to put together a great team who can help you experience everything that owning a Beechcraft can offer.

**Here at Elite Air Center, we have 40 years of experience and a positive track record for refurbishment, maintenance and sales of Beech aircraft.**

As you search for great team members, look for the following:

- *History of delivering unsurpassed quality*
- *Consistently positive feedback from other clients*
- *Same-day response to your questions and concerns*
- *Realistic and dependable estimates of aircraft downtime and cost*
- *Timely progress reports that keep you up to date on the status of your plane*



Take a look at what a few of our clients have said about our services >>



## TESTIMONIALS

**“ You will not find any dealer that knows as much or does a makeover any better than Elite Air Center.**

*I am more than 700 hours past TBO and have never had to cancel a flight because of a maintenance issue. Dale and Todd have been great to work with, as they have helped out with additional purchases of equipment and an oxygen issue that we needed help with. You will not find any dealer that knows as much or does a makeover any better than Elite Air Center.”*

DAN AND JANELL HILL  
Alpharetta, GA

**“ I have bought and sold 6 P-Barons with Elite Air Center.**

*I called Dale and said I wanted one. He would not sell me one. Imagine that, an airplane broker that won't sell an airplane to a pilot. He said I was not experienced enough and would have to have some Baron time before transitioning into a P-Baron. I did that. He was right. He helped me transition in and out of the Baron without losing anything. Since then, I have bought and sold 6 P-Barons with Elite Air Center.”*

DENNIS ESTIS  
Sedona, AZ

**“ We receive continuous compliments on the new look of our Bonanza.**

*When our A36 was completed and delivered by the Elite Air Center, it was everything we expected. The “Elite Series” refurbished exterior and interior are top quality. The avionics installation and the refurbished panel were also done just right. We were also able to have Elite Air Center install tip tanks, gap seals, tinted windows and other additions we wanted. We receive continuous compliments on the new look of our Bonanza.”*

GENE JONES, JR.  
Sioux Falls, SD

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**“Elite Air Center, Hawley, Minnesota. You ought to give ‘em a call.”**

*My confidence in Elite was confirmed as I parked at various FBOs subsequent to completion of the work. I got “thumbs up” and compliments on the paint and interior everywhere I went. Other owners asked, “Who did your paint? It looks great.” My answer was simply “Elite Air Center, Hawley, Minnesota. You ought to give ‘em a call.”*

BRUCE A LAMPERT  
Broomfield, CO

”

***I think that everything done to my plane was well worth the price and I would recommend Elite Air Center to anyone who wants to make their airplane a great airplane.***

*I had Elite Air Center refurbish my 1980 Beechcraft 58P Baron. I was told how good these people were at paint, interiors, avionics and other additions such as avionics, speed brakes, thermal windows, low thrust detectors and anything else that can be added to a Baron. I expected a real good job and was not disappointed. It turned out to be the best paint, interior and equipment refurbish I have ever seen on any airplane. All my flying friends were totally impressed. I think that everything done to my plane was well worth the price and I would recommend Elite Air Center to anyone who wants to make their airplane a great airplane.”*

DAVE MERZANIS  
Las Vegas, NV

If you have any questions about refurbishing your plane, or buying one...

**CALL OR EMAIL ME TODAY!**

I'd be happy to help.

**CONTACT INFORMATION:**

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Find Us Here:  

