Leonard D. Kirsch has practiced aviation and international law for nearly 40 years and is the founder of NextGen Business Brokers. He has been active in both the FBO and the ground handling industries and their trade associations, and he has represented large FBO chains and international handlers, as well as family owned and single airport FBOs and handling companies.

Len has written articles for the NATA’s Aviation Business Journal and a legal column for Ground Handling International, and has spoken at aviation and airport related seminars and conferences, both domestically and abroad.

Len is expert in ensuring aviation related companies are legally compliant and ready for sale, is experienced in acquisitions and sales of large and small FBOs, as well as ground handling and similarly situated commercial airport service companies, understands the business and legal needs of aviation related enterprises, knows and is respected by acquirers in both industries, and has brokered FBO and ground handling transactions in the past.

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