
FSANA
SM
10TH ANNUAL INTERNATIONAL
FLIGHT SCHOOL OPERATORS CONFERENCE PRESENTED BY FSANA
10 year anniversary
A VERY SPECIAL CONFERENCE
WED/THU/FRI
FEBRUARY 13-15, 2019
ORLANDO
CHANGING THE FACE
OF AVIATION WORLDWIDE
INVITATION TO ATTEND
Don't miss this one-of-a-kind conference focusing on
the business of flight training

LEARN, NETWORK, MEET

Join your peers, friends and exhibitors in Orlando for the 10th Annual International Flight School Operators Conference presented by FSANA. This is the annual event that has been having a positive impact on businesses like yours. Come learn; come network; and come meet government officials, supply chain partners and others who interface with your industry. Don't miss out on the most important three days of the year for your business.

The 2019 conference is extra special. Not only are we celebrating our 10-year anniversary, we have more than doubled our session choices.

Whether you are an existing or new flight school, or thinking of starting one, you will greatly benefit from the sessions and workshops. Those who will benefit include flight school owners, managers, chief flight instructors, assistant chief flight instructors and others involved in the successful operation of a flight school.



The 400 ft-tall Orlando Icon on International Drive offers a breathtaking 360-degree view of Orlando and surrounding Central Florida. It is the largest observation wheel on the east coast.

REGISTRATION INCLUDES

- ✓ Entry to professional sessions and workshops
- ✓ Admission to exhibition hall
- ✓ Opening reception
- ✓ Wednesday's 10th Anniversary dinner and entertainment
- ✓ 2 luncheons
- ✓ 4 Coffee breaks with exhibitors

Save $75 off each additional attendee from your organization.

LIMITED STUDENT/YOUTH PASS

FSANA Youth members and students enrolled in a college aviation degree program or a post-secondary aviation specialty program are invited to attend the conference for a nominal fee of $25/day. Attend Thursday or Friday, or both days. The student pass provides:

- ✓ Entry to professional sessions and workshops
- ✓ Special youth-only session
- ✓ Admission to exhibition hall
- ✓ Luncheon
- ✓ Coffee breaks with exhibitors (2 per day)

GUEST PROGRAM

An enjoyable time for non-attending companions. Admission to professional sessions is not included. Fee $225.

- ✓ A day of touring, lunch and shopping. Thursday, 8:30-4:30. *See page 6 for itinerary.*
- ✓ Opening reception
- ✓ Wednesday's 10th Anniversary dinner and entertainment
- ✓ Admission to exhibition hall

Registration instructions and form on page 8. Print page 8 to register.

LOCATION

DESTINATION ORLANDO

Orlando, Florida, is the perfect destination, offering an unforgettable visit filled with unique experiences for anyone. You won't be able to get enough of our theme parks, water parks and attractions, Acclaimed arts and culture, and world-class shopping. Or, head to the great outdoors for unbeatable ecotourism adventures and one-of-a-kind opportunities to watch and play sports, including more than 150 golf courses and the United States Tennis Association National Campus. All this and a lot more is waiting for you in Orlando.

ROOM RESERVATIONS

Reserve by **Monday, January 21**, for a special rate of $169 single/double. Daily resort fee is waived for FSANA attendees. After January 21, rates may be higher or rooms may be unavailable.
Reservations: **800-627-8258**
Group code: **Flight School Association of North America**

Hotel Parking: Self parking $8/day

ROSEN PLAZA HOTEL

9700 International Drive
Orlando FL 32819
Main 407-996-9700
Reservations 800-627-8258
www.rosenplaza.com

IMPORTANT: There are several Rosen hotels on International Drive. Be sure to contact the Rosen Plaza.

Photo courtesy Rosen Plaza Hotel



FSANA is pleased to host its 10th Anniversary conference at the award-winning Rosen Plaza® Hotel. The 800-room hotel combines impressive state-of-the-art meeting capabilities with resort-style luxury in a world-class vacation destination just 15 minutes from Orlando International Airport. Located adjacent to the Orange County Convention Center and across the street from Pointe Orlando shopping, dining and entertainment complex, Rosen Plaza is at the center of Orlando's famous theme parks and only 15 minutes from downtown Orlando. Rooms feature free WiFi and hard-wired internet, data ports and new 32" flat screen TVs with in-room movies. The Rosen Plaza is home to eight dining/lounging options, a tropical swimming pool, and an on-site RICOH Business Center.

TRANSPORTATION FROM AIRPORT

Taxi, Uber, and rental car services are available.

For shuttle service (at Orlando International via Mears Motor Shuttle): Call 800-759-5219 to book and ask for check-in instructions. Or online, go to www.mears.com; click on the "Book Orlando Shuttle Now" box. A discount price of $30 round trip is available using FSANA's code 580436044 (regularly $34 RT; $22 one way).

Registration instructions and form on page 8. Print page 8 to register.

Wednesday, February 13

10:00 Registration Opens

Exhibitor Set-up

6:00 Reception, Dinner, Entertainment

Thursday, February 14

7:00 Registration Opens

8:00 Morning Ceremony, Welcome and Acknowledgments

8:30 GENERAL SESSION I – **Federal Agencies Update**

Learn how the government can help grow your business. Rules and policies change each year. Hear from speakers on a myriad of topics that impact your ability to do business. Hear about the new updated airman practical test policies.

Door prizes will be raffled at the conclusion of each session.

GUEST PROGRAM – Board tour bus

10:00 Break with Exhibitors/Networking Time

10:45 CONCURRENT SESSION A

1 – **Part 141 Certification Process and Pitfalls**
Visit the Part 141 world and examine the pros, cons and challenges. Discover the time line to secure 141 status.

2 – **Let's Talk Maintenance**
How to schedule, keep your props turning, and get ADS-B current without breaking the bank. New or retreads . . . and more.

3 – **Airline Pathway Update**
The majors and regionals can help you attract students and retain flight instructors. See how you can fit in with the Part 121s.

YOUTH-ONLY SESSION – **Youth Aerospace Exploration and STEAM**

12:00 Luncheon and Speaker

1:30 CONCURRENT SESSION B

1 – **Buying, Selling or Starting a Flight School**
What you need to know before you start, buy or sell a flight school.

2 – **Simulation Is Your Friend and Revenue Generator**
Learn why simulation is an important training tool and how simulators help your bottom line.

3 – **FSANA AeroCamp and Other Aero Programs and Accreditation**
AeroCamp creates margins between 50% to 65%. Why it could be the answer to your need for both students and instructors. Accreditation opens the door for more opportunities.

Thursday, continued

2:30 Break with Exhibitors/Networking

3:15 CONCURRENT SESSION C

1 – **Update on Student and Aircraft Financing and Leasing**
Hear about the latest in finance for your business. Learn how you can help your customers pay for their flight training.

2 – **What Can I Say to Advocate for Our School, Our Airport and GA?**
Help position you and your school as subject matter experts in your home town. Help your local media to better understand the aviation industry.

3 – **Customer Service Strategies in Flight Training**
You've got the equipment, you've got the instructors, but do you have the #1 reason customers return? Industry leaders share strategies on delivering excellent customer service and how you can keep customers coming back again and again.

4:30 Flight School Workshops

6:00 Adjournment for the Day

Friday, February 15

7:00 Registration Opens

7:45 FSANA Annual Membership Meeting

8:30 CONCURRENT SESSION D

1 – **Adding Helicopters to Your Business Model**
The rotary industry needs pilots too. Learn how to add a rotor wing division to your school.

2 – **Hello! It Is Ramp Check and Records Inspection Time**
Ramp checks are no big deal, right? Learn the inside story about what you need to know to glide through the process.

3 – **Developing Your Unique Culture for Retention, Millennials and Profit**
Your "culture" sets the stage for student retention, millennials and profits. Successful schools create their unique culture which flows through the entire organization. Learn how to set or reset your culture.

10:00 Break with Exhibitors/Networking

10:45 GENERAL SESSION II – **Flying Clubs Update**
How and why you should create a flying club or "Frequent Renters Program." Learn about the good/bad and misunderstood of the flying club world.

10:45 YOUTH-ONLY SESSION – **Youth Aerospace Exploration and STEAM**

12:00 Luncheon and Speaker

1:45 GENERAL SESSION III – **The Future of Flight Training**
Your school might look like this in the future. Practical ways to grow beyond a small flight school to a major player. Explore expanding or opening a satellite location.

3:00 Break with Exhibitors/Networking

3:30 CONCURRENT SESSION E

1 – **Insurance and Legal Trends in Flight Training**
Learn what limits work best in the training environment. How much is too much. What if my plane is down for MX? Renters insurance works, just ask any school that requires it. Hear what is happening in the world of aviation law. When do you need to call your lawyer.

2 – **Congratulations, You Are Our New Chief Instructor**
Let's talk about the golden nuggets to help your new chief instructor be successful. Steps to increase CFI retention and how to cultivate new CFIs from within your school. CFI production can be an art form.

3 – **I Want to be a Designated Pilot Examiner (DPE)**
Learn how you can become a DPE and the steps required. How can I help create and retain one? Dealing with potential conflicts of interest.

4:45 Grand Prize Drawing and Next Year's Conference Highlights

5:00 Conference Adjournment

Guest Program Day Trip

Casual wear and comfortable shoes recommended. See page 2 for Guest Program details.

THURSDAY, FEBRUARY 14

8:30 Board bus for ride to historic Winter Park

11:00 Tour beautiful Leu Gardens

12:30 Lunch at Café Tu Tu Tango

1:30 Free time for shopping

3:30 Board bus for return

Times approximate. Itinerary subject to change.

Registration instructions and form on page 8. Print page 8 to register.



CHANGING THE FACE OF AVIATION WORLDWIDE

Established in 2009, the **Flight School Association of North America** is a membership-oriented association with a mission of increasing the pilot population by engaging passion-driven people at an early age. Its membership includes flight schools, firms that provide products or services to the flight training or aviation industry, and supporting partners and individuals. Its inventive aero programs are just one of many ways FSANA helps both new and existing flight schools grow their business. New members welcome; application at fsana.com.

CONTACT US

For help with registration or more information about FSANA, contact the Flight School Association of North America

Phone: 610-791-4359

Email: info@fsana.com

Web: fsana.com

FSANA
Flight School Association
of North America

Registration instructions and form on page 8. Print page 8 to register.

Brochure design: John Lotte, Allentown, Pa.

FEBRUARY 13-15, 2019 CONFERENCE REGISTRATION

FSANA Flight School Association of North America

INSTRUCTIONS

If you are registering more than one person from your organization, copy this form and fill out STEP 1 for each additional person. Send all forms together.

FOR HELP WITH REGISTRATION CONTACT FSANA

by phone: 610-791-4359
by email: info@fsana.com

ATTENTION NON-MEMBERS

Check here if you wish to join the Flight School Association now and receive FSANA member rates for the conference. Call 610-791-4359 or visit www.fsana.com for an application.

CONFERENCE SCHOLARSHIP

Check here if you wish to attend, but will require financial assistance. Financial assistance may be available toward conference registration. This does not include room accommodations or transportation. Please submit this registration form ASAP so we can contact you to discuss assistance.

REFUND POLICY

Cancel on or before January 25, 2019, receive full refund. Cancel January 26–February 1, 2019, receive registration fee less $100. Cancel after February 1, 2019, no refunds will be given. If you cannot attend, you may transfer your registration to another person in the same category.

EVENT INFO

Event: 10th Annual International Flight School Operators Conference
Date: February 13-15, 2019
Location: Rosen Plaza Hotel
9700 International Drive
Orlando FL 32819
Presenter: Flight School Association of North America (FSANA)

STEP 1: COMPLETE YOUR PROFILE

Full name _____
First Last

First name or nickname for badge _____ Title/Position _____

Organization _____
Your organization's name will appear this way.

Address _____

City _____ State/Province _____

Zip/Postal Code _____ Country _____

Telephone (_____) _____ Fax (_____) _____

Email _____

Arrival date _____ time _____ Departure date _____ time _____
(Needed to estimate attendance at meals and functions)

❍ I have special dietary restrictions or other special needs that I will phone or email you about.
❍ I am a current FSANA member.
❍ I am applying for FSANA membership or renewal now and my membership application is included.
❍ Contact me about a Conference Scholarship.
❍ I am a current FSANA Youth member and will attend on: ❍ Thu ❍ Fri ❍ Both
❍ I am a student attending college or vocational school and will attend on: ❍ Thu ❍ Fri ❍ Both

STEP 2: CALCULATE YOUR PAYMENT

FEE SCHEDULE

Check one:	Early Bird (by Dec 1, 2018)	Special (Dec 2-Jan 11, 2019)	Regular (after Jan 11, 2019)
FSANA Member	❍ $445. pp	❍ $545. pp	❍ $645. pp
General	❍ $545. pp	❍ $645. pp	❍ $745. pp
Government	❍ $445. pp	❍ $545. pp	❍ $645. pp
Student	❍ $25. pp	❍ $25. pp	❍ $25. pp
ADDITIONAL ATTENDEE:			
FSANA Member or Gov't	$370. pp	$470. pp	$570. pp
General	$470. pp	$570. pp	$670. pp

Attendee Registration (from Fee Schedule above) ..... $_____
Walk-ins add $50.

#____ Additional Attendee Registrations (from Fee Schedule) $_____

#____ Guest Program Fee: $225/pp ..... $_____

TOTAL PAYMENT ..... $_____

Early birds save $200



❍ Check enclosed payable in U.S. dollars to: **FSANA**

VISA MasterCard AMERICAN EXPRESS # _____ - _____ - _____ - _____

Name as it appears on card _____

Expiration date _____ / _____ Signature _____

Card security code # _____ Zip code associated with this credit card _____

STEP 3: THREE WAYS TO REGISTER

Fax to: **610-797-8238**
Email to: **info@fsana.com**
Mail form(s) and remittance to: **FSANA / 3111 ARCADIA AVE / ALLENTOWN PA 18103**