

| THE CFA GATEWAY |

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Your Step-by-Step Guide to Becoming
a Corporate Flight Attendant

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Your Step by Step Guide for Becoming a Corporate Flight Attendant. by The CFA Connection

As you begin researching, “how to become a corporate flight attendant,” the experience can be quite overwhelming and daunting. There are so many options for training vendors all vying for your attendance while stating they are the “#1 training provider.” With so many number one training providers we can see why it is difficult to make your choice. There are a many options available and this guide is designed to slice through the clutter and provide you with as much information as possible, in an unbiased manner, in order for YOU to make the best decisions for YOU.

Becoming a corporate flight attendant is not a one step process. There are many layers to this career and it goes well beyond just being trained. Therefore, we have created this step by step guide (using clever aviation terminology with the phases of flight). Most of these phases can be accomplished in any order. The important thing is that you “tick each section” as these are all vital to launching your new career as a corporate flight attendant - successfully.

START HERE > | *New to Industry*

This handout is designed to be used as your reference/resource, and used in tandem with The CFA Connection dedicated “START HERE >” website page. This page will constantly be updated with the latest information, related blogs and articles.

The Phases of Flight for Launching Your Career

- PRE-FLIGHT: Your Guide to Becoming a Corporate Flight Attendant
- PRE-DEPARTURE: Social Media | New to Industry Resources
- CLEARED TO TAXI: Scholarship Opportunities
- TAXIING: Membership Associations to Join
- TAKE-OFF: Cabin Safety Initial Training
- CLIMB: Professional Career Development Training
- CRUISE ALTITUDE: Culinary and Soft Skills Training
- DESCENT: Crew Staffing
- APPROACH: Find a Mentor!
- LANDING: Network, Network, Network

“READ THESE” BLOGS & ARTICLES:

We have provided selected blogs and/or articles to read pertaining to each of these phases. All of the referenced blogs and Industry-related article links are located at the end of the [START HERE > | *New to Industry*](#) webpage in the **Reference Links** section.

Becoming a Corporate Flight Attendant (CFA) requires desire, people skills, corporate-specific training, and an understanding of the unique nuances of the business aviation industry. However, even then, entering or sustaining your successful career in this industry can be challenging. Challenging ... not impossible!

If your response as to why you want to become a Corporate Flight Attendant is, "because I love to travel." We have a reality check for you. Yes, we travel the world. Yes, we often stay in amazing locations and hotels. Yes, we fly on luxurious business jets. Yes, we fly the mega rich and famous. AND ... yes, we do all of this while jet lagged, sleep deprived, stressed, overworked, etc. Our duties rarely end after we arrive at our destinations. So if you are choosing this career for the glamorous lifestyle, think again! It's very hard work and yes, the reward can be sweet. The reality is - we are the servants to the rich and famous - not actually the rich and famous.

The CFA's responsibilities often expand beyond providing a VIP inflight experience for your clients. We often wear many "hats" in this industry; personal shopper, nanny, entertainment and activities director, greeter, chef, caterer, food safety expert, troubleshooter, dietary technician, cleaner, launderer, liaison, concierge, therapist, secretary, travel coordinator, baggage handler, pet sitter, baby sitter, security guard, emergency procedures specialist, first aid provider ... to name a few. The list is truly endless.

The majority of business jets CFA's work on are configured with 19 cabin seats or less, and you work all alone. To succeed, you must possess the skills to plan, create, and serve your passengers in a variety of service levels ranging from casual to formal to VIP/five-star and beyond. All done in an extremely limited workspace cruising at 45,000 feet with time restraints. If you are "fast on your feet," resourceful, with strong, organizational, troubleshooting and planning skills - this job is for you. This is when having OCD is a job perk.

There is no singular "job description" this for career as every flight operation or private owner operates differently and to their "own tune." You may enjoy a long-lasting career as a freelance/independent contractor or as a full-time employee. Everyone has their preference and there are pros and cons with each option. We'll discuss these types of CFA jobs later in more detail.

Flexibility and adaptability are mandatory requirements! You may be away from home for days, weeks or even longer. These are the necessary sacrifices and adjustments made if you are going to be successful in business aviation. Unlike commercial airlines, corporate flight schedules are not under any on-time performance pressures. Business aviation is extremely unpredictable, fluid, and ever-changing on a moment's notice. We, as crew, are working and flying on our passenger's schedules. Period.

Your job duties may not necessarily only pertain to inflight. You may be responsible for maintaining the inventory and the budgeting for your trip. Also overseeing all the catering supplies, toiletries, and other miscellaneous supplies required or stocked onboard the aircraft critical to ensuring a successful trip and client experience. Your duties don't end when you reach your final destination of the day. Once you arrive, you will be resourcing, planning, and arranging for your next flight - planning menus, courses, meeting or contacting the aviation caterer, hotel or restaurant, or locating a high-quality grocery market for your inflight service. You'll be creating shopping lists of supplies needed for the return flight and so much more.

Every trip differs vastly from the previous trip. As an example; the majority of your overnight stays you will be left alone to rest and relax and enjoy the layover. However, sometimes you may need to run errands for the passengers or even become their tour guide, assistant, or travel agent. This is again where flexibility comes into play.

You will have the power to make or break your client's/owners inflight experience as YOU are the brand ambassadors of the cabin. YOU are who the passengers see and interact with the most!

There are no second chances at a first impression. Professionalism, style and presentation are to be displayed to the fullest at all times. You'll need to challenge yourself to give 100% on each and every flight. Set your personal and inflight service standards to the highest degree. "Wow" them with your personality, attention to detail, and well-organized skills.

Your passengers confidentiality is and will always be the number one golden rule you will NEVER deviate from. You will encounter a variety of personalities and experiences, so there are no set procedures or rules to guide you through your career. However, we do recommend obeying the following guidelines, especially when new to industry, as a professional safeguard.

The code of conduct as cabin crewmember: whatever is seen or heard from your passengers stays onboard your aircraft. One of the many perks your passengers benefit from is the ability to discuss confidential matters (business or personal) onboard a business jet. If you appear to be listening or partake in your passenger's conversations, you may have severed that comfort level, which was previously established. You may think your input is valuable but most likely it is not welcomed. Respect their privacy and space at all times. You are required to monitor the cabin 100% of the time without hovering. The knack of anticipating every need before they request it will greatly benefit your career advancement.

What are your chances of finding career success once you are trained? What is the percentage of actively working corporate flight attendants? The short answer is, we have no idea.

We have no idea how many corporate flight attendants there are in the US, or the world. None. There are too many variables that come into play to track us all. There are full-time, part-time, and contract CFA's. There are numerous training vendors plus, many companies conduct their own in-house cabin safety training. Since there are no regulatory guidelines and "certifications" to track, we simply don't know.

So, what are your chances for success? That's really up to you. It's proven that your opportunities increase by following these provided recommendations, connecting with other CFA's, and being properly trained.

READ THESE BLOGS: [Are You a Commercial Flight Attendant Hoping to be a CFA?](#)
[What Do Corporate Flight Attendants \[Actually\] Do?](#)

READ THESE ARTICLES: [What's It Really Like Being an Airline Stewardess on a Private Jet](#)
[The Secret Life of a Corporate Flight Attendant](#)

*If you can describe yourself as; **resourceful, adaptable, flexible, outgoing, independent, professional, and creative** - this is the career for you.*

*Are you still interested in becoming a corporate flight attendant?
If yes, let's continue with your flight prep ...*

CORPORATE FLIGHT ATTENDANT JOB DESCRIPTION

Excerpts from the NBAA Management Guide (2019). Don't get too focused on the "Flight Attendant versus Cabin Aide" titles. This is an entirely different debate and conversation you will experience while attending your training.

FLIGHT ATTENDANT

For flight attendants not serving in a lead or supervisory role, duties include:

- Coordinating with and performing duties as assigned by the pilot in command and lead flight attendant
- Training annually on aircraft-specific emergency training, hazmat recognition, CRM and critical surface wing contamination, as well as other operation- and regulatory required topics
- Following all company policies and procedures
- Providing emergency medical assistance for passengers when required
- Conducting pre-flight aircraft procedures and ensuring that all emergency equipment, galley and cabin management equipment is ready for flight
- Maintaining order and cleanliness in the cabin at all times
- Ensuring passenger briefing is in compliance
- Ensuring that prior to taxi, all carry-on items are secured and that passengers have fastened their seat belts and shoulder harnesses, if installed
- OSHA training
- Communicating to the pilot in command that the cabin is secured and ready for departure
- Preparing passengers and cabin for arrival in compliance with the flight operations manual
- Cleaning, restocking and maintaining the aircraft and advising the pilot in command of any cabin discrepancies
- Providing excellent customer service to passengers
- Planning menus and ordering catering

Flight attendants should maintain the same flight and duty limitations as the flight deck crew in order to manage fatigue properly.

CABIN AIDE, CABIN ATTENDANT, OR CSR

A related function to that of the flight attendant but without safety-related duties is the service-oriented company employee, most often referred to as the cabin aide, cabin attendant or customer service representative (CSR). The service-oriented company employee is not qualified in safety functions, so this employee would NOT provide aid and leadership to passengers in an emergency situation, a distinction that should be made for passengers by the pilot in command.

This position's duties include:

- Providing excellent customer service to passengers
- Planning menus and ordering catering
- Cleaning, restocking and maintaining order and cleanliness in the cabin at all times

CORPORATE FLIGHT ATTENDANT POSITIONS

Compensation and salaries vary per the type of operation, whether you are an independent contractor or full-time and perhaps level of experience. Contractors and OnCall are typically paid a flat daily rate, plus reimbursable expenses or a per diem (daily expense allowance). A full-time base salary range is extremely vast and wide. Here is an overview of each type of position along with the pros and cons of each type of classification.

Freelance (Independent Contractor)

As an independent contractor, it is recommended to be involved with several operators instead of having all of your “eggs in one basket” so to speak. This will allow you to have a much better chance of flying more often. You also have the “luxury” of passing or taking trips - if you are not employed then you have the freedom to pick and choose when you wish to fly.

You will have a more flexible schedule so you can plan future dates and appointments without any worries, but know that it’s always a gamble to pass on any trip, as you may be contacted sporadically.

There is no seniority. Scheduling is typically done on demand. You could be next in line in some type of rotation however, it doesn’t guarantee that you will be called or used next. The client’s, as well as the company, reserve the right to staff as they see fit. Passengers/client’s also may request specific CFA’s to fly them, if they are available.

Daily Rates & Compensations:

- The majority of flight operators compensate a set daily rate - may be non-negotiable
- Daily rates vary per operator & location
- US industry average daily rate is: \$475-\$500/day
 - Rates are typically much higher in the Greater NYC and West Coast regions
- You may get your meals reimbursed or have a per diem or a daily meal expense cap
- International pay - the daily rate may be a higher if flying “international” (example: +\$100/day)
 - Pay Day - This varies per operator. Payroll could be weekly, bi-monthly or one month or longer. You are an independent contract therefore, you are a vendor in their eyes so if their policy is to pay invoices at a “NET +30 day” you daily rate and expenses will not be paid for a month or more.

PRO's: You control your own schedule so you have the flexibility of saying yes or no to trips, ability of passing on potential trips, and setting your daily rate.

CON's: You have no guaranteed income and schedule. So you are always waiting for the phone to ring. No employment benefits such as; payroll protection and health care.

On Call

Some flight departments utilize *On Call*. You are still classified as a freelance CFA however, it often include benefits, since you are classified as a 'part-time' employee.

PRO's: You may have a schedule for when you are OnCall (on duty or rotation). You may be exclusive to the operation or available to contract for other clients when available. Includes health and dental benefits, potential steady work, potentially 401K option, life insurance, protection with liability and workers compensation.

CON's: No guarantees of usage and you are considered an "part-employee" without the perks and benefits being a full-time employee.

Full-Time Employee

As an employed CFA for a charter operator, private family, or company your schedule is typically more controlled and less flexibility. You may have a monthly guarantee for flying hours or days on duty, or you may have a rotating schedule such as 21 days on/9 days off, two weeks on/two weeks off, one month on/one month off or on call 24/7. The options are endless because there is no set industry standard. Every flight operation varies with schedules, volume of flying, benefits and duties.

PRO'S: Guaranteed salary, healthcare and dental benefits, paid vacations, 401K, and more.

CON's: Typically you have no freedom of controlling your schedule and/or flexibility.

READ THIS BLOG: [Corporate Flight Attendant Salaries 101](#)

PRE-DEPARTURE > SOCIAL MEDIA

We have provided our recommended social media groups and sites to join as they are geared more towards new to industry. These groups will also assist you in building your virtual network with fellow corporate flight attendants.

There are many other fantastic CFA social media groups however, they are intended for the experienced CFA. Attempting to join these at this early stage, is premature, and you may not be accepted.

FACEBOOK

If the Facebook Groups are set to PRIVATE, you will need to request to join and answer some questions before being approved. They are excellent resources to search archived conversations as well as having discussions with experience CFAs' who are walking the walk. If you are going to use Facebook as a platform to network and connect with industry peers, make sure your account and profile photo projects professionalism. Otherwise, keep your personal life separate and create a second account focused on your career only.

INSTAGRAM

Many corporate flight attendants use Instagram as a marketing tool to showcase all of their skills and talents with culinary, service, cabin staging, and professional decorum while "on the road." You can capture your career in posted photos and stories. This app has become the modern networking tool for corporate flight attendants and flight operations.

FACT: Many corporate flight attendants have been recruited/hired solely on their social media presence.

LINKEDIN

We highly recommend creating a LinkedIn account, if you do not have one. LinkedIn is the world's largest professional social media network with over 700+ million members and is still growing. LinkedIn connects you to your peers and helps you exchange knowledge, ideas, and opportunities with a broader network of professionals.

This is the only dedicated professional social media site and is designed for networking and building your connections. We have listed some of the recommended groups to join and follow on this webpage RESOURCE LINKS section.

READ THIS BLOG: [Social Media Etiquette](#)

Obtaining your required training is very expensive and a necessary investment. The financial investment into your career and professional development is the key to your success. To help alleviate some of these financial burdens, there are several scholarship opportunities available for corporate flight attendants (new to industry and experienced). Scholarships are either monetary, which can be applied towards the training of your choice, or training provided by the specific training vendor/donor.

NBAA Flight Attendant/Flight Technicians Scholarship Program

The NBAA Flight Attendants Committee is dedicated to promoting education and training as a means for business aviation flight attendants and flight technicians to enhance their professional careers. To support this position, NBAA offers aspiring and current flight attendants/flight technicians the opportunity to receive scholarships for training and career advancement (complete training packages and monetary awards available).

Typically, the online application goes “live” in January of each year with a deadline in March for submissions. The scholarships are awarded at the NBAA Flight Attendants/Flight Technicians Conference in May. As a scholarship recipient, you also receive complimentary admission to the conference.

Women in Corporate Aviation (WCA) Scholarship Program

WCA is a premier non-profit mentoring association for professionals in corporate and business aviation. Providing networking, mentoring, scholarships and educational opportunities for current and future corporate/business aviation professionals, WCA offers individual and corporate memberships. Scholarships are offered twice annually with the amount based on current funding. The WCA scholarship program is self-funded through member dues and sponsorships from contributing individuals and corporations.

You must be a member and signed in to view and apply for a scholarship.
The individual membership fee is nominal.

Scholarships are presented at the NBAA Business Aviation Convention and Exhibition (BACE) in the Fall and at the Women in Aviation Conference in the Spring.

The POC CFA Scholarship

In an effort to help diversify the Corporate/Business Aviation Industry, the following training vendors have teamed up with POC (Person of Color) Scholarship in order to offer the most comprehensive training bundle for new to industry corporate flight attendants.

The scholarship recipient receives a bundle of courses to guarantee success as well as travel and accommodations are provided.

Organization links provided in this webpage section.

TAXIING > MEMBERSHIP ASSOCIATIONS

Becoming a member of NBAA (National Business Aviation Association) and WCA (Women in Corporate Aviation) is highly recommended. These two non-profit organizations are not only specific to our industry, they are tremendous resources and provide access to several events, which are excellent for networking and meeting industry leaders, peers, and others that are new to industry, like yourself.

Organization links provided in this webpage section.

NBAA

Founded in 1947 and based in Washington, DC, the National Business Aviation Association (NBAA) is the leading organization for companies that rely on general aviation aircraft to help make their businesses more efficient, productive and successful. The Association represents more than 10,000 companies and provides more than 100 products and services to the business aviation community, including the NBAA Business Aviation Convention & Exhibition, the world's largest civil aviation trade show.

As a member, you receive access to:

- NBAA Airmail and the JOBS section.
- Discounted membership admission rates to all forums, conferences and forums
- The complete member directory
- NBAA Podcasts and Webinars
- Networking opportunities
- Member publications and resources
- Mentorship Program

WCA

Women in Corporate Aviation, a non-profit 501(c)(3) organization, is a group of aviation professionals, including flight department personnel, FBO managers, writers, students, training center professional and many others who work together to promote opportunities for women in aviation. From the first meeting at the Women in Aviation Conference 1993 to our growing organization today, they network and promote career opportunities in business aviation. They are mentors and role models to the next generation of aviation professionals.

WCA's mission is to be the premier association for both women and men alike in corporate and business aviation. The main goal is to shatter the proverbial glass ceiling and promote diversity and equality in the industry. WCA introduces corporate aviation opportunities and creates diversity in the industry by providing networking events, scholarship information, online interaction and mentoring to future professionals in pursuit of corporate aviation careers.

They have two events per year - The Women in Aviation Conference and the Networking and Scholarship Presentation Luncheon which takes place during NBAA's BACE.

As a member, you receive access to:

- WCA Scholarships
- WCA Membership Program
- Job Postings
- Networking Events and Conferences

TAKE OFF > CABIN SAFETY TRAINING

In order to be a qualified candidate, you are required to have cabin safety training specific to business aviation. These training guidelines fall under various Federal Aviation Regulations (FARs) depending on the type of operation. FAR91 (privately or company owned aircraft), FAR91K (fractional aircraft operations such as; Net Jets, Flexjet and Vista Jet, where clients are basically shareholders), FAR135 (chartered aircraft “for hire” like an “air taxi”) and, FAR125 (large transport aircraft).

If you are a commercial airline flight attendant or United States Air Force flight attendant interested in making a career transition into business aviation, having industry-specific training is still required. All US commercial airlines operate under FAR121 regulations, which is vastly different from business aviation FAR requirements, best practices and guidelines. When you are hired by an airline, you’re trained to FAA and their standards and regulations specific to the aircraft types they operate. The airline provides your training and you must successfully complete it before you are officially hired as an employee. In Business aviation, cabin safety training is taught more generically, since you will be “qualified” on the majority of business jets, and you are usually a self-paying student. So your success is all up to you!

If you reside in Europe or United Kingdom, there are approved training vendors which are members of EBAA (European Business Aviation Association). You are required in the UK and EU to successfully complete the EASA (European Union Aviation Safety Agency) required initial training course and the associated examination in accordance with EASA Aircrew Regulation Part CC, this is similar to commercial airline training and if required to be completed prior to attending corporate-specific training.

No matter where you reside, this type of required training is usually self-financed, expensive and necessary to launch your new career. Therefore, you need to do your homework. Be 100% confident this is the career you wish to pursue before making any financial investment. The first recommended step is do thorough research! You should know what career opportunities are available for you in your area or region. What is the job market like? Is there an actual demand for corporate flight attendants?

Choosing the best training vendor for you is vital. In the US, there are several to choose from and if you ask 10 corporate flight attendants who they recommend, you will receive a variety of opinions.

All training providers basically follow the required guidelines for cabin safety training. However, some do it better than others, so the quality of training you receive and the all-important industry recognition of the vendor differs vastly.

First, let us be crystal clear,

There are NO FAA certifications associated with corporate-specific cabin safety training. If a company promotes they are “FAA certified” - stay clear!

Instead, training vendors comply with best practices and the training guidelines, established by FAR135 rules and regulations and offer curriculums to match. If you are going to fly for a FAR91 operation, you are still trained to FAR135 requirements and guidelines as a standard. Once you have completed your initial training, recurrent training currency can vary - annual training is required per FAR135 and FAR125, and every two-years for FAR91. Despite this, the majority of FAR91 operators promote annual training to promote and support the importance of cabin safety.

If a training vendor states, you are “[insert vendor name] certified,” it means you were trained by them and this accreditation only applies to their company standards, not the governing rule (aka FAA) or any other training vendor.

Some vendors also tout they are a Part 142 training center. This is purely a marketing ploy to overshadow competitors who are not. The reality is, 14 CFR/FAR Part 142 means; they are teaching cabin safety in a facility that is FAA approved for pilot type ratings/simulator training and has NOTHING to do with cabin safety training requirements whatsoever. Again, there are NO FAA governing rules overseeing cabin safety training, unlike the airlines.

They may also promote job leads and/or placement services by attending their specific training. Although this is a service they provide, as industry experts, we can assure you there are still no guarantees you will find success, even with their support. Do not allow this “perk” alone to sway your decision. Completing your training is similar to achieving a degree from a technical school. After graduation, it’s up to you to self-network/market yourself as a trained professional. Any reputable training vendor will provide guidance, direction, and possibly mentorships but in the end, it’s up to you.

Is one training vendor better than the other? That depends on who you ask. It’s not necessarily the curriculum or quality of training, it’s the recognition and acceptance of the vendor. It’s no secret FlightSafety International (FSI) and Aircare FACTS Training (FACTS) are the top two recognized training vendors. They are considered the “gold standard” because they have been in business for many years. They actually established the standards for business aviation’s cabin safety! FACTS launched in 1981, and is now part of Aircare International. FSI was established in 1951, and launched cabin safety training in 1994. They are both well-established companies with solid and respected programs.

If you choose another training vendor, there are potential hurdles you will face. The main reason is due to the majority of flight departments only accept Aircare FACTS and FSI. For years, they were the only “game in town,” and numerous flight departments structured their operations manuals stating only these two companies by name as the standard. So flight department’s recognition of other training vendors may or may not be accepted. It all plays out to the “name game” due to long-term branding, and not necessarily due to quality of training, or additional services and perks the others may or may not provide. The lesser known training vendors do tend to be more *boutique* in design and may offer more one-on-one focused relationships and personal support.

The reality is, no matter which training vendor you attend, well-branded or lesser known, there are no guarantees you will find success. Many CFA’s will state you MUST have FSI or FACTS to work in this industry. There is no documented proof or data to confirm this, so these statements are opinion based but these opinions are worth listening to before making your decision. We CFA’s are also the product of our own conditioning. There are CFA’s who experienced rejection due to their training vendor of choice not being accepted or recognized by flight operations. They didn’t start working until they attended a recognized training vendor (another significant financial investment). This being said, they most likely didn’t do proper research needed before taking the leap of faith. The lesser known vendors may not be recognized across the country but more regionally.

This industry is highly competitive and oversaturated in several key markets and regions. There are too many variables to achieve success besides being trained.

Therefore, selecting the training vendor that is the best fit for you, your region, and has the recognition factor is critical to your success. These training programs are self-financed and before investing \$3,000-\$5,000+ (US) for the cabin safety training, plus your travel, lodging, and meal expenses, you need to know your target!

CABIN SAFETY TRAINING VENDORS

Cabin Safety Training Vendors

USA | UK | EUROPE | MEXICO

We have provided all of the available training vendors along with locations and website links in alphabetical order.

CLIMB > CAREER DEVELOPMENT TRAINING VENDORS

Now that we have covered cabin safety training, which is critical. Although this training is required hopefully, you'll never have to put it to use. Nevertheless, cabin safety training is needed because accidents and incidents can and do happen.

That being said, your professional career development are not "required." However, these programs and services are paramount to launching and sustaining your career as a corporate flight attendant.

Profession and Career Development/Coaching Vendors

We have provided all of the available training vendors along with locations and website links in alphabetical order.

READ THESE BLOGS: [The Resume: Part 1](#)
[The Resume: Part 2](#)
[Interviewing Part 1: Telephone and Virtual](#)
[Interviewing Part 2: In-Person](#)
["The Fit" - How To Land the Best \(Corporate\) Flight Attendant Jobs](#)
[How to Get Corporate Flight Attendant Experience When You Have None](#)

READ THIS ARTICLE: [How to Market Yourself in Business Aviation](#)

CRUISE ALTITUDE > SOFT SKILLS TRAINING VENDORS

As we stated, soft skills training; inflight service and etiquette, catering/culinary, protocols, and career development are not “required” but are necessary as this is the training you will put to use. Some cabin safety vendors include soft skills training packaged into their complete programs. The client experience onboard your flights is what builds your career. Having this type of training by recognized training vendors helps not only “build” your resume but is as welcome addition to your soft skills knowledge and experience.

Soft Skills Training Vendors - USA | EU | Russia | UAE

READ THIS BLOG: [A Higher Level](#)

READ THESE ARTICLES: [High-Altitude Haute Cuisine - Providing It Isn't Trivial or Inexpensive](#)
[Good Eats at FL400 \(40,000ft\) - Passenger Expectations Drive More to Fine Dining](#)

DESCENT > CREW STAFFING VENDORS

When you are new to the industry with little or no corporate experience, staffing agencies most likely will be not process you. The reason is staffing companies are contractually obligated to provide experienced cabin crew for their clients (typically two year's experience minimum). Launching your career is not these agencies responsibility, it's yours. However, if a client requests you, they will process you because the client opened this door and opportunity.

Even though they may accept your resume, they will not “activate” your status until they are recruiting for a specific client, or are adding to their existing dispatch pool of crewmembers.

If you are a freelancer/independent contractor there are numerous exposures and risks if you fly without the protections of a staffing agency. You could be faced with liabilities, injuries, IRS and tax, lawsuits, etc. Accidents are very rare but they can happen. A simple slip and fall on a wet hangar floor or down the business jet stairs, a rental car accident, or an inflight injury. Typically, flight department insurance policies are designed not to cover non-employees. Many operators now demand “insolation” and protections from independent contractor liabilities. Staffing companies provide all of these protections as you are an “employee” whenever you are flying for the them (aka their clients).

Registering with these types of companies allows you to be in their database for referencing, dispatch and/or placement but there are never any guarantees that they will use your services. It's a matter of supply and demand per their clients, not the agency. Yes, there are risks and exposures for new to industry if you are not protected.

Not a single reputable staffing company will require you to pay any type of fee to register. None. If you encounter this - avoid and report them.

APPROACH > FIND A MENTOR

Being mentored is one of the most beneficial things you can experience as you are starting out. Mentors can assure you that although you feel like you are “drinking through a fire hose,” it is all worth it in the end.

Mentors can cut through the chaos and steer you in the right direction. We have been there and have insight you are unaware of, or as the old saying goes, “you don’t know, what you don’t know” ... and mentors know and want to help you.

If you are seeking a mentor there are many Facebook groups that can assist you with finding someone. NBAA and WCA also have mentoring programs. Attending various industry conventions, conferences and regional events allows you to meet all levels of peers and possibly meeting your mentor. It only takes that one connection to start the ball rolling.

Your mentor will be invested in your success and their goal is to inspire you, not launch your career for you. Breaking into this industry can be challenging and is a lot of hard work. You need to own it. Earn it. Make it happen! As you build your career in business aviation, this collaborative effort between you and your mentor will make your success all the sweeter.

READ THIS BLOG: [The Importance of Mentoring](#)

LANDING > NETWORK, NETWORK, NETWORK!

When you are new to industry, networking and connecting with industry leaders and fellow corporate flight attendants is your key to success.

The old adage, “It’s not what you know, it’s who you know,” may still ring true however, with this ever-changing industry it should read, “It is what you know, who you know, and what you do with that information.”

Although there is no magical metric for successful networking, it does take time for new relationships to grow once you have met potential “targets” for your database of contacts.

Those who practice refined levels of etiquette in their networking efforts have a far better chance for success through the power of positive *linking*.

In the world of business aviation - training and resumes are very important business tools however, they do not get you hired. Referrals do. Just because you have completed all of your training, does not mean your telephone will start ringing with job opportunities. You need to network and connect with as many industry personnel as possible. Attending conferences, seminars, forums and conventions and any other business aviation related events is more important that you realize. Yes, attending these is even more financial investments required to help launch your career.

Networking events are featured in the webpage section.

READ THIS BLOG: [Networking at Aviation Events](#)

The CFA Connection [START HERE > handout](#) is not intended to sway you towards selecting one training vendor over another. As you will see in the social media discussion boards, these topics often get heated and heavily debated. Many CFA's are loyal to certain training vendors. We love and respect the passion but it's often subjective reasoning, as it may be the only vendor they have attended. Some view points are indeed valid and should be considered, with others may be skewed based on assumptions and hearsay. We are not interested in debating your choice, we are simply providing you with all of the options, **as there are success stories with all training vendors.**

NOTE: We have done our best to include all known training companies, if we have missed any, please let us know.

These provided steps are only the *"tip of the iceberg"* regarding the amount of information you will gain attending training, and through your mentor(s) guidance, which is invaluable. At the end of the day, the decision has to be yours. Your mentor and peers are an excellent resource and support for you during these decision-making processes. The reality is - YOU are the one making this financial investment. Therefore, before you take this financial leap - you need to accept and realize you are not only investing in your training but you are also investing in future. There are no guarantees or controlling the outcome of your success.

If you have the training, drive, focus, skills, and determination - you will find success. It may not happen immediately, but it will happen.

They key is to remain determined ... never defeated.

READ THESE BLOGS: [The Pros and Cons of Being a Corporate Flight Attendant](#)
[What Billionaires Taught a Flight Attendant About Achieving "Impossible" Goals](#)

We highly recommend reading all of the CFA Blogs and Industry Related Articles and Online Articles featured on the RESOURCES page, as well as other CFA created articles, blogs, and YouTube channels we may not have featured.

Knowledge is power and all of shared blogs are all written by CFA's. The industry articles and resources are either written by CFA's, or interviewed CFA's for the content. There is no better resource than hearing directly from CFA's who are actively walking this walk, not just talking the talk.

"The measure of who we are, is what we do with what we have.

- Vince Lombardi