

How to make money with a Flight School

By
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Qt: Why Flight Schools do not make money?

- Planes do not fly enough. Rental planes need to fly 1000 hour per year for flight schools to make a good profit.



How to achieve 1000 hours per year

Have enough CFIs on staff

- CFI's leave for better paying jobs as soon as they have 500 hours.
- The owner of the school needs to be Certified Flight Instructor so he can fill in when CFIs leave.
- Schools need to attract older CFIs to join their team.



How to attract older CFIs to be a part of your team

- Pay your part time CFIs \$70 when they fly between 6 and 9, am or pm.
- Have a semi-annual CFI appreciation day and on that day:
 - Rent your CFIs a Bristell for only \$40 per hour to take friends for a plane rides.
 - Serve free hot dogs and soda for the CFIs friends and family.



How to attract older CFIs to be a part of your team

Make a commitment to teach kids 12-16 to learn to fly at low cost.

Ask your part time CFIs to accept \$20 or less per flight hour for youth instruction.



Another way to add Flight Instructors who are happy to work for less pay.

You can make your students LSA Flight Instructors with only 150 hours without a Commercial or Instrument rating.

They are happy to work for less since they can now build hours without having to pay for them.

They will remain on your team for a few years while accumulating the hours required to get a higher paying flying job.



How to achieve 1000 hours per year...

Operate newer and simpler Planes.

You cannot achieve 1000 hours per year if your planes are always in the shop

- A new Bristell is in and out of the shop in a day. An old Skyhawk may be in the shop for a week or more to get the 100 done.
- Parts are much less expensive for a Bristell vs a Skyhawk.



How to achieve 1000 hours per year...

Operate newer and simpler Planes.

Engine overhauls take much less time and are much less costly.

Parts are much less expensive for light sport aircraft because the planes are certified under ASTM standards.

Avionics are 75% less than certified planes.



How to achieve 1000 hours per year...

Have enough mechanics on staff

You cannot achieve 1000 hours per year if your planes are always in the shop

- A & P mechanics leave for better paying jobs.
- School owners cannot work on the planes, because they are not an A&P.



How to achieve 1000 hours per year

Have enough mechanics on staff

- A School owner can become a Light Sport Repair Man by attending a 3-week school. An LSRM can perform the necessary 100 hours required in a flight school. After reviewing the Bristell Inspection Manual, attending a LSRM school and working along side an A&P for one or two inspections, an owner can perform most of his own maintenance.
- No other Aviation company will try to hire your LSRM because he is not an A&P mechanic.



How to achieve 1000 hours per year

- You cannot achieve 1000 hours per year if you need a Piper Arrow for Commercial Training and a Cessna Skyhawk for basic training.
- The technically Advanced Bristell aircraft with Garmin Glass panels can be used for basic training and Commercial/Instrument training.



How to achieve 1000 hours per year

The Bristell can be used to satisfy the 10 hours required for the Commercial Rating.

The Bristell panel meets all the requirements for Instrument Training.
The G3X Touch is very similar to a G1000 and a GTN 650.



How to achieve 1000 hours per year

You need to have more than one aircraft as your business grows.

Bristell Aircraft, LLC. currently has 6 Bristell trainers in stock and can lease you a plane while our wait for your second Bristell to arrive.



How to achieve 1000 hours per year

Are there other ways to make money in a flight school?

YES!! Buying a Bristell from Bristell Aircraft, LLC. Will qualify you to receive commissions when you sell one of your students a Bristell.



**Receive a substantial
commission when
selling the top-of-the-
line Bristell 915 Turbo.**





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