



It is reported that close to two-thirds of our U.S. flight schools have suspended operations. That is a disheartening thought, but there are several opportunities for you as a business owner to take advantage of during this down time.

We are sharing an abbreviated version of an article published by the Flight School of North America (FSANA) Board Members, Debbie Sparks and Chris Erlanson. Debbie and Chris are good friends of Avemco and felt honored that we wanted to share their ideas with our partners:

12 THINGS TO DO WHILE YOUR SCHOOL IS CLOSED

#1 - CHECK ON YOUR PEOPLE - Have you called every customer? Have you called every instructor? Have you called every vendor?

#2 - GROUND SCHOOL - How much ground school are your instructors teaching currently? Many flight schools have figured out ways to take advantage of this time and provide instruction through ZOOM, Google Duo and even Discord (if you don't know what those terms are, just ask your millennial instructor.....they know).

#3 - ONLINE VIDEO GROUND - This is different than #2, but have you checked out some of the packaged video courses available? Jeppesen, ASA and KING SCHOOL all have excellent

tools available for flight schools who can resell their online ground school.

#4 - FAA WINGS - Have you shared [WINGS](#)** with your students? We're hearing of flight schools who are taking advantage of the WINGS program with their students as a contest for free lessons and books when they reopen. (Avemco notes – We are a proud supporter of the WINGS program. There is even a chance to win a cash prize for participating through the generosity of Fran and Paul Burger - [click here](#)** for sweepstakes info.) Gene Benson, through a partnership with Avemco Insurance Company, is offering a series of complimentary Proficiency Webinars that can be found on his [YouTube Channel](#). After viewing it you may follow the instructions to obtain WINGS credits.

#5 - SOCIAL MEDIA - Keep those social media posts going!

#6 - PILOTEDGE and HOME SIMULATORS - These are excellent resources you can encourage your students to utilize.

#7 - ANSWER THE PHONE - Sounds simple, but don't forget to forward the phones to your home or mobile number. Some flight schools are creating a waiting list of students ready to jump in the second the doors open!

#8 - UPDATE YOUR POLICIES and PROCEDURES – Update your safety manual. Time to start a Safety Management System at your school? Are your renter's agreements updated? Does your flight school operation's manual reflect your requirements for health measures?

#9 - CLEAN UP - Is this a time to clean and sanitize your facilities and aircraft? Carpet cleaning is especially easy during this time.

#10 - BROADEN YOUR FUTURE - Is it time to become a 141 school? What if you signed up with the VA for military students or SEVIS to accept foreign students? How about Systems Awards Management (SAM) so that you could provide training for law enforcement and government agencies? This downtime would give you an excellent opportunity to begin expanding your operations in ways you never thought. If you need help with that, FSANA can point

you in the right direction - email info@fsana.com for more information.

#11 - BREATHE - There, we said it. Just breathe.

#12 - PREPARE TO OPEN - You and your students want to be open. Why not start planning today?

*Debbie Sparks serves as Vice President of the Flight School Association of North America and the President of Flight Academy Advisors, a company that helps flight training operators develop a solid foundation and business strategy, so they can be successful. More information is available at www.FlightAcademyAdvisors.com**.*

*Chris Erlanson serves as Vice President of the Flight School Association of North America and President of Nashville Flight Training, a part 61 flight school based at Nashville International Airport in Nashville, Tennessee. More information is available at www.NashvilleFlightTraining.com**.*

The full article can be viewed when you sign up to receive their newsletters [here](#)** at no charge. When you resume normal operations, you might consider [joining](#)** this very useful organization and attending a future Flight School Operators Conference.

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