

FSANA

2025

16TH ANNUAL INTERNATIONAL
**FLIGHT SCHOOL OPERATORS
CONFERENCE & TRADE SHOW**

WED-FRI
FEBRUARY 5-7, 2025
WALT DISNEY WORLD®
LAKE BUENA VISTA,
FLORIDA

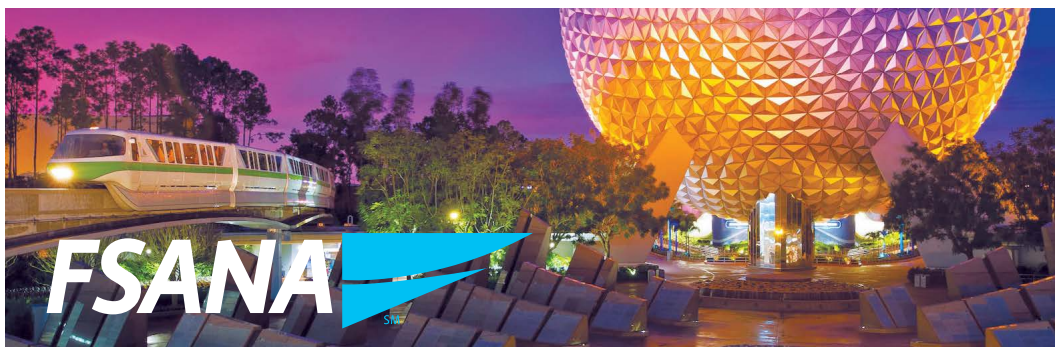
**CO-
EVENT**

Attend one
or both



**IAAC ANNUAL FLIGHT SCHOOL
ACCREDITATION WORKSHOP**

TUESDAY, FEBRUARY 4, 2025



16TH ANNUAL INTERNATIONAL FLIGHT SCHOOL OPERATORS CONFERENCE & TRADE SHOW

THE LEADING EVENT FOR EVERY FLIGHT SCHOOL

Join peers, friends, and exhibitors at Walt Disney World® Florida for the 16th Annual International Flight School Operators Conference & Trade Show presented by FSANA. Learn, network and meet government officials, supply chain partners, and others who interface with your industry.

The conference and trade show are intended for flight school owners, managers, chief flight instructors, assistant chief flight instructors and others involved in the successful operation of a flight school and anyone thinking of starting one. These are the most important three days of the year for your business. Double or triple your take-home by registering additional staff from your organization.

THE INDUSTRY'S BEST LEARNING SESSIONS

FSANA continues to evolve and refresh its conference program to ensure you receive the best, most up-to-date information and training available.

AN UNMATCHED TRADE SHOW

With 60 exhibitors last year, this event has become the One-Stop Supply Chain trade show for the flight training community. The excitement has already been building in our exhibitor community. Our exhibitor segment keeps growing so this year we are giving attendees more time to meet with the supply chain. The exhibit hall opens 6:00 pm Wednesday and remains open throughout the event, except during Thursday's luncheon.

“It’s a can’t miss event for CAE”

“The conference has been an important annual event for our organization for years now. It provides the platform to knowledge share, make new connections, and catch up with old ones. It truly brings the industry closer together. There is information for every type of school and we advance our business in a new way every year. It’s a can’t miss event for CAE.”

– **DAVID MORSE**, FTO Leader, Americas and Europe, **CAE**

Fee schedules page 11 and registration form on page 12.



PROGRAM 2025

WEDNESDAY, FEBRUARY 5

8:00 Registration Opens – *Attendees are required to wear their name badge during the event.*

FSANA Committee Meetings

8:00 Wellness

9:00 Airman Practical Testing

10:00 Safety

11:00 Training Aircraft

1:00 Legislative Affairs

2:30 Opening Ceremony

3:00 GENERAL SESSION I – **FEDERAL AGENCIES UPDATE PART 1** [FAA, DPEs, Pilot Testing]
Get the latest updates from federal agencies on DPEs, pilot testing, and other updates affecting flight schools.

4:00 FLIGHT SCHOOL ROUNDTABLE WORKSHOP SESSION I
Join our lively roundtable workshop open to all, with rooms focused on different business stages: new schools, those looking to grow, and established schools optimizing operations. Share insights and ideas in a collaborative environment with peers at your stage of growth.

6:00 Reception and Dinner

THURSDAY, FEBRUARY 6

8:00 Registration Opens – *Attendees are required to wear their name badge during the event.*

8:30 GENERAL SESSION II – **FEDERAL AGENCIES UPDATE PART 2** [VA, TSA, SEVP/SEVIS, ATC]
Hear from various federal government agencies that operate in the flight training space. Rules and policies change yearly. Hear from speakers on a myriad of topics that impact your ability to do business.

10:00 Coffee Break with Exhibitors/Networking Time
Note: The exhibit hall remains open until 7:00 pm.

Fee schedules page 11 and registration form on page 12.

THURSDAY, CONTINUED

10:45 CONCURRENT SESSION A

1 **NTSB CASE STUDY: ACCIDENTS AND HOW THEY CAN BE AVOIDED**

Explore real-world accident case studies developed by NTSB to understand common causes of incidents and learn strategies for preventing them in flight operations.

2 **HIRING AND RETAINING INSTRUCTORS**

Unlock the secrets to attracting and keeping top-flight instructors with strategies in hiring, talent management, and performance evaluation. Transform your team and energize your flight school.

3 **FLIGHT SIMULATOR SHOWCASE**

Join leading flight simulator vendors as they show their newest technologies and enhancements. Discover cutting-edge solutions that can elevate training programs and prepare pilots for tomorrow's challenges.

12:00 Luncheon and Speaker

1:30 CONCURRENT SESSION B

1 **WHAT'S NEW IN FLIGHT SCHOOL SOFTWARE SYSTEMS?**

Dive into the future of flight school operations with the latest software innovations. Hear from software vendors about their cutting-edge features and integrations that transform how you manage schedules, resources, and training, ensuring your school operates at peak efficiency.

2 **SMS BASICS AND WHAT TO DO WHEN THE WORST HAPPENS**

Unpack the fundamentals of an effective Safety Management Systems including how to leverage SMS software and expert strategies to respond effectively when crises strike, ensuring your flight school is prepared for any emergency.

3 **PROS AND CONS OF 141, EXAMINING AUTHORITY AND VA APPROVAL**

Explore the advantages and challenges of gaining Part 141 approval, Examining Authority, and the implications for VA approval. Develop the knowledge needed to make well-informed decisions about whether to adopt or adapt these standards for your flight school.

2:30 Coffee Break with Exhibitors/Networking Time
Note: The exhibit hall remains open until 7:00 pm.

3:15 CONCURRENT SESSION C

1 **THE BUSINESS OF FLIGHT TRAINING: NAVIGATING THE CHALLENGES OF OPERATING A FLIGHT SCHOOL**

Explore the business aspects of flight training, from regulatory compliance and financial management to marketing strategies and resource utilization. Gain insights into the latest trends and best practices that can enhance the efficiency and profitability of flight training operations.

2 **MARKETING 301: GET THE BEST BANG FOR YOUR BUCK**

Discover how to stretch your advertising dollars for maximum impact. Explore cost-effective strategies across platforms and learn which methods offer the best return on investment for your flight school.

Fee schedules page 11 and registration form on page 12.

3 ELEVATE YOUR CUSTOMER EXPERIENCE

Enhance the client journey at your flight school with top-tier customer service strategies. Learn how to consistently deliver exceptional customer experiences that keep students returning.

- 4:15 FLIGHT SCHOOL ROUNDTABLE WORKSHOPS SESSION II
Join our lively roundtable workshops open to all. Flight schools of all sizes share insights and ideas, creating a collaborative environment where schools learn from each other's experiences.
- 5:30 Reception and Refreshments

FRIDAY, FEBRUARY 7

- 8:00 Registration Opens – *Attendees are required to wear their name badge during the event.*
- 8:30 FSANA Annual Membership Meeting
- 9:00 GENERAL SESSION III – **FEDERAL AGENCIES UPDATE PART 3** (Part 141 updates)
Get the latest updates from federal agencies on Part 141 changes affecting flight schools.
- 10:00 Coffee Break with Exhibitors/Networking Time
Note: The exhibit hall remains open until 11:00 am.
- 10:45 CONCURRENT SESSION D

1 MAXIMIZING FLEET UTILIZATION FOR INCREASED PROFITABILITY

Boost your flight school's efficiency and profits by optimizing fleet usage. Learn strategies for effective scheduling and maintenance to manage high student demand with limited aircraft

2 FLIGHT INSTRUCTOR STANDARDIZATION: EXCELLENCE IN TRAINING

Elevate your flight training programs with techniques in instructor standardization. Explore foundational strategies for developing and enhancing your instructors' skills, ensuring they deliver consistent, high-quality education. Focus on cultivating leadership and refining teaching methodologies to achieve exceptional training outcomes.

3 OVERCOMING MAINTENANCE CHALLENGES AND SOLUTIONS

Dive into the biggest maintenance challenges facing aviation today! From frustrating parts delays to the latest in maintenance software, this session will feature industry experts—including supply chain insiders—sharing real-world solutions. Learn more about secondary markets and the future of 100LL and GAMI G100-UL fuel.

- 12:00 Luncheon and Speaker
- 2:00 GENERAL SESSION IV – **FLEET MODERNIZATION AND FINANCING SOLUTIONS**
This session focuses on the challenges of aircraft acquisitions and financing for flight training. Aircraft vendors will provide updates on the current state of manufacturing, delivery timelines, and cost trends for new aircraft. Financing vendors will explore options for flight schools looking to modernize their fleets, as well as solutions for students seeking funding for their flight training.
- 3:00 Conference Adjournment

Program and times subject to change.

Fee schedules page 11 and registration form on page 12.

Fundamentals for flight schools intending to become accredited

CO-
EVENT

Separate
registration
fee



INTERNATIONAL
AEROSPACE
ACCREDITING
COMMISSION



IAAC FLIGHT SCHOOL ACCREDITATION WORKSHOP

FEBRUARY 4, 2025 / WALT DISNEY WORLD® FLORIDA

This workshop is structured for schools* looking to become accredited and to understand what that means, what it takes, and the benefits to your school and students.

Workshop attendance is required as part of the IAAC Application process.

*Eligible schools include Part 141 for Pilot Training, Part 142 Simulator Training Centers, Part 147 for Mechanic Training, Part 65 Dispatch Training, Air Traffic Control (ATC) Training and Part 107 Unmanned Aerial Vehicles (UAV) Pilot Training. [Note: schools training under Part 61 may be eligible if for such training the institution utilizes an FAA-approved curriculum and meets IAAC Standards].

You do not have to register for the FSANA conference to register for this workshop. Separate registration fee.

Fee schedules page 11 and registration form on page 12.

ACCREDITATION WORKSHOP PROGRAM 2025



TUESDAY, FEBRUARY 4

IAAC Workshop registration and all sessions are at Swan Resort, adjacent to Dolphin Hotel

- 08:30 Registration Opens [Swan Resort]
- 09:00 **IAAC ACCREDITATION OVERVIEW AND UPDATES**
 –General outline of what to expect and take away by the end of the day
 –Current status of the IAAC Petition to the US Department of Education
- 09:15 **THE IAAC PROCESS FROM A-TO-Z**
- 9:30 **SESSION I – IAAC STANDARDS OF ACCREDITATION**
 –Review the Standards
 –Key Points for Schools to Consider
- 11:00 **SESSION II – APPLICATION FOR ACCREDITATION**
 –Letter of Intent – What is it?
 –Application for Accreditation
 –Required Exhibits – What are some common misconceptions?
 –Key Timeline and Dates
- 12:00 Lunch – Speaker TBA
- 1:30 **SESSION III – CRITICAL DOCUMENTS DISCUSSION AND REVIEW**
 –Group discussions on catalogs, enrollment contracts, and key forms
 –Review of key IAAC policies, procedures, forms, and documents
 –Specifically how these materials relate to compliance with standards
 [Attendees will be asked to bring their school catalog and enrollment contracts to this session]
- 3:00 **SESSION IV – SELF-STUDY**
 –How to prepare your Self-Study document
 –Discussion of key findings and helpful observations
- 4:00 **SESSION V – IAAC SITE VISITS**
 –Readiness Visit to Full Team Visit – What's the difference?
 –How to effectively prepare for a visit
 –How the visits are structured
 –Visit reports and the school's responses
- 4:30 Wrap Up and Observations
- 5:00 Workshop Adjourns

Program and times may be subject to change.

Fee schedules page 11 and registration form on page 12.

“We have attended every FSANA conference since our first in 2012”

“We attended our first FSANA conference in 2012 in Vegas and we have kept coming back. Attending the Annual Conference and Trade Show has paid multiple dividends year after year. Our flight school started out in 2010 with two aircraft and two CFIs. Today, Skyline owns and operates 31 aircraft and has 33 CFIs. We attribute our ability to grow this much to the things we have learned from FSANA. They are there for us whenever we need sound advice about managing our flight school.”

– **REBECCA SHOREY AND JONATHAN SHOREY**, Co-founders,
SKYLINE AVIATION, SAN ANGELO, TEXAS



SPECIALLY-PRICED THEME PARK TICKETS

To purchase specially-priced Walt Disney World® Meeting/Convention Theme Park tickets, visit www.mydisneygroup.com/fcats2025/ or call 407-566-5600 and provide group code **G0847410**. Tickets are valid 7 days before, during, and 7 days after the meeting dates.

CONFERENCE SOLICITATION POLICY

FSANA does not allow any firm, person, or organization not registered as an exhibitor and/or as an “Annual Partner” to solicit business within the trade show area, nor in any public spaces controlled by FSANA except as permitted in the next to last sentence below. For example, except as permitted in the next to last sentence below, no such person may canvass, solicit, hold conferences, or distribute literature or other promotional devices or material including but not limited to business cards, flyers, websites or brochures during the Conference. Registered exhibitors and Annual Partners may

conduct customer solicitation activities but only within the Exhibitors’ space. Registered attendees who are not exhibitors or Annual Partners may exchange business cards and other business to business communications with paid vendors, exhibitors or with each other but such cards and other communications shall relate only to the business that registered for the Conference and may not include information on any other business or activity in which an attendee participates. Any questions regarding what is or is not permitted under this Policy should be directed to: info@fsana.

Attendees are required to wear their name badge during the event.

Fee schedules page 11 and registration form on page 12.



EVENT LOCATION

WALT DISNEY WORLD® DOLPHIN HOTEL

1500 Epcot Resorts Boulevard
Lake Buena Vista, FL 32803
www.swandolphin.com

Note: Tuesday's IAAC Workshop registration and all IAAC sessions are at Swan Resort, adjacent to the Dolphin Hotel.

FSANA is excited to host its 2025 conference event at Walt Disney World® Dolphin Hotel, one of two hotels that make up the Disney resort complex situated between EPCOT and Disney's Hollywood Studios, and nearby Disney's Animal Kingdom Theme Park and Magic Kingdom Park.

The Dolphin, designed by internationally acclaimed architect, the late Michael Graves, has been described as a colossal work of art. Water is everywhere, cascading nine stories down a clamshell fountain and rushing across rock-faced grottos in the star-lit foyer.

- 23 world-class restaurants and lounges
- Complimentary and continuous transportation to Disney theme parks and attractions
- Walking distance to Disney's BoardWalk entertainment district featuring unique shops, restaurants, and clubs
- Adjacent to Disney's Fantasia Gardens and Fairways Miniature Golf
- 6 swimming pools, white sand beach, 3 health clubs, Mandara Spa, jogging trails

ROOM RESERVATIONS

Book by Monday, January 6, 2025, for a special rate of \$280 single/double plus fees and taxes. After January 6, 2025, rates may be higher and/or rooms may not be available.

Resort guests enjoy extended evening hours on select evenings in select theme parks.

Book online:

<https://swandolphin.com/groupres/FS2543/>

Book by phone: **800-227-1500** M-Fri 8 am-11pm and Sat-Sun 8:30am-7pm

Group name: **FSANA Conference**
Group code: **FS2543**

HOTEL PARKING

Paid self parking and valet parking is available.

TRANSPORTATION FROM AIRPORT TO HOTEL

AIRPORT: Orlando International Airport (MCO)
Taxi, Uber and rental car services are available.

Fee schedules page 11 and registration form on page 12.

SERVING THE FLIGHT TRAINING INDUSTRY

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, 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; join at fsana.com.

CONTACT US

610-791-4359 / info@fsana.com



FEE SCHEDULE – CONFERENCE & TRADE SHOW

	Early Bird by Dec 20, 2024	Special Dec 21-Jan 24, 2025	Regular Jan 25-Feb 4	On-site Feb 5-7
General	\$795.	\$895.	\$995.	\$1,045.
FSANA Member	\$695.	\$795.	\$895.	\$995.
Government	\$695.	\$795.	\$895.	\$995.
Student	\$50.	\$75.	\$100.	\$125.

ADDITIONAL ATTENDEES:

General	\$725. pp	\$825. pp	\$925. pp	\$1,025. pp
FSANA Member*	\$625. pp	\$725. pp	\$825. pp	\$925. pp

*To apply the lower rate to your additional attendee(s), you must register yourself as a FSANA Member. Additional attendees are not required to be FSANA members.

REGISTRATION INCLUDES

- ✓ Entry to professional sessions and workshops.
- ✓ Accreditation Workshop requires separate fee.
- ✓ Admission to exhibition hall
- ✓ Wednesday and Thursday receptions
- ✓ Wednesday dinner
- ✓ Wednesday and Thursday luncheons
- ✓ Coffee breaks with exhibitors

CANCELLATION POLICY

Cancel by Jan 7, 2025 Full refund.
 Cancel Jan 8 – 24 Receive registration fee less \$300.
 Cancel after Jan 24 No refund.

LIMITED STUDENT/YOUTH PASS

FSANA Youth members and students enrolled in a post-secondary college or vocational school who want to attend pay a nominal fee. Attend Thursday, Friday or both.

The student/youth pass covers:

- ✓ Entry to professional sessions and workshops
- ✓ Admission to exhibition hall
- ✓ Thursday luncheon
- ✓ Coffee breaks with exhibitors

FEE SCHEDULE – ACCREDITATION WORKSHOP

	Early Bird by Dec 20, 2024	Special Dec 21-Jan 24, 2025	Regular Jan 25-Feb 3	On-site* Feb 4
1st Attendee	\$725.	\$775.	\$825.	\$900.
Additional Attendees	\$625. pp	\$675. pp	\$725. pp	\$900. pp

*On-site registration limited to available space.

REGISTRATION INCLUDES

- ✓ Entry to Tuesday sessions
- ✓ Tuesday luncheon

CANCELLATION POLICY

Cancel by Jan 7, 2025 Full refund.
 Cancel Jan 8 – 24 Receive registration fee less \$250.
 Cancel after Jan 24 No refund.

2025 REGISTRATION



This form is e-fillable. For multiple persons simply use "save as."

STEP 1: COMPLETE YOUR PROFILE

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

Check one: 1st attendee (primary contact) Additional attendee Dinner guest

Full name _____

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 _____

Phone [_____] _____ 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 Youth member and will attend: Thu Fri Both
- I am a student attending college or vocational school and will attend: Thu Fri Both

STEP 2: CALCULATE YOUR PAYMENT

Conference Registration [from Fee Schedule] \$ _____

Check one: General Government
 FSANA member Student

_____ Additional Attendees X amount from Fee Schedule ... \$ _____

_____ Guest Fee to attend Wednesday dinner: \$100. pp \$ _____

Accreditation Workshop Registration

1st Attendee, amount from Fee Schedule \$ _____

_____ Additional Attendees X amount from Fee Schedule ... \$ _____

TOTAL PAYMENT \$ _____

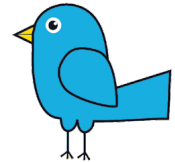
Check enclosed payable in U.S. dollars to: **FSANA**

   # _____ - _____ - _____

Name as it appears on card _____

Expiration date _____ / _____ Card security code # _____

Early birds save \$200



STEP 3: FOUR WAYS TO REGISTER

Online at: **fsana.com**
Email to: **info@fsana.com**
Fax to: **610-797-8238**

Mail form[s] and remittance to:
FSANA
3111 ARCADIA AVE
ALLENTOWN PA 18103