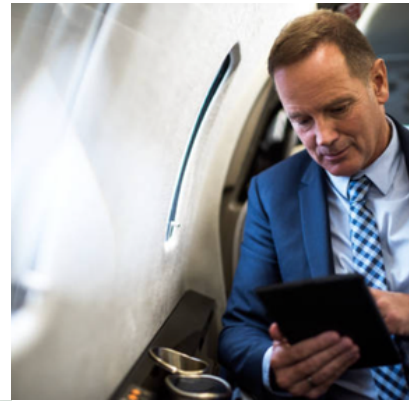


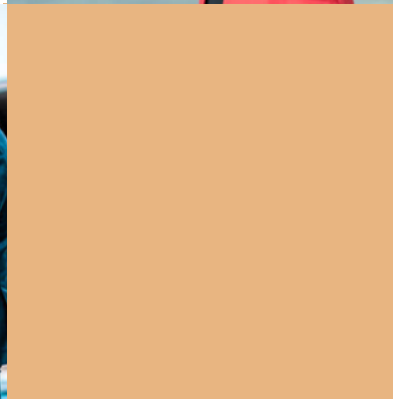
AIR CHARTER SALES PROGRAM

Your Path to Expertise in Business Aviation.

NEW



Fly Wise
academy





Program Overview

When high-net-worth individuals, celebrities, and executives travel, they don't just book a flight—they expect seamless, personalized, and luxurious travel experiences. **But who makes this happen? The Air Charter Broker!**

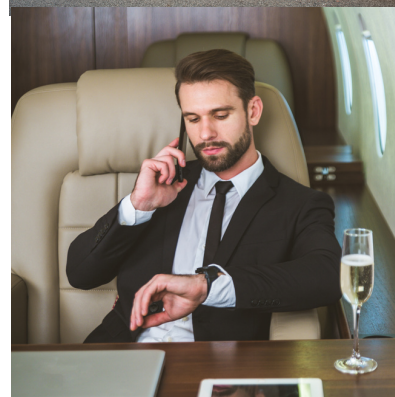
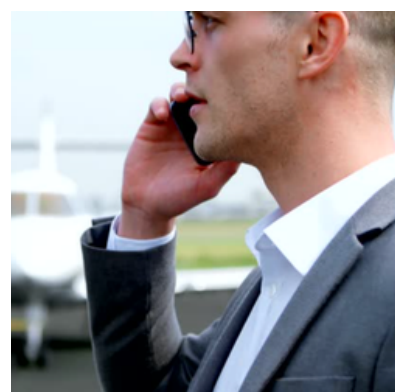
What Does an Air Charter Broker Do?

An Air Charter Broker is the key connection between clients and private jet operators. Their role is to:

- 01** Find the perfect aircraft for each trip, whether for business, leisure, or VIP travel.
- 02** Negotiate the best rates & terms for the flight while ensuring top-tier service.
- 03** Manage last-minute changes & requests—private jet clients expect flexibility.
- 04** Provide exclusive concierge services, such as luxury ground transport and in-flight catering.
- 05** Ensure privacy & security, coordinating smooth departures from private terminals.

To excel as a jet charter broker, it's crucial to have an in-depth understanding of the private aviation world, including its **limitations, laws**, as well as a strong foundation in **aeronautical, operational, and technical knowledge**.

The course is divided into 12 modules, each module includes live online classes with the main teacher, masterclass with a guest teacher and a final test to monitor progress.





COMPREHENSIVE INDUSTRY KNOWLEDGE

Participants will develop a deep understanding of the private jet charter business worldwide. They'll become familiar with the most common private jet charter markets and learn to navigate essential online applications specific to charter sales.

PRACTICAL SKILLS

The course provides targeted negotiation skills tailored to private aviation, along with operational insights crucial for managing private jet charter transactions. Graduates will be equipped to buy and sell flights, either independently or within a sales team.



PROFESSIONAL NETWORKING

Participants will begin building a professional network within business aviation, significantly boosting their chances of success in the recruitment process. This foundation prepares them for roles with aircraft operators, commercialization companies, or brokerage firms.

Course Modules



MODULE 1: INTRODUCTION TO THE PRIVATE JET CHARTER INDUSTRY

This module introduces participants to the private jet charter market, covering essential industry insights, the role of a broker, and key trends that impact this dynamic field. Students will gain an understanding of the industry's landscape and the responsibilities of a private jet broker in today's market.



MODULE 2: AVIATION KNOWLEDGE WITH A FOCUS ON PRIVATE JET OPERATIONS

Participants will explore popular private jet models and operational characteristics essential to private aviation. Focusing on European airports, operational factors, and client needs, this module provides the aviation knowledge needed to navigate the technical aspects of private jet operations effectively.



MODULE 3: PRIVATE JETS MARKET

This module delves into the private jet market, including leading operators, brokerage firms, and end users. Participants will learn how to tailor services to high-net-worth clients and build relationships with key players in the European aviation industry.



Each module dives into essential aspects of the industry, providing practical skills, in-depth insights, and hands-on experience to prepare participants for a thriving career in private aviation.

Through a combination of expert-led instruction, interactive modules, and real-world scenarios, participants will develop the confidence and expertise needed. Whether aiming to become independent brokers, enhance their current roles, or join established aviation companies, students will leave the course with the tools and connections essential for success in this exclusive industry. By the end, they will be fully equipped to meet client expectations, adapt to industry trends, and excel in the competitive landscape of private jet charter.

✓ **MODULE 4: ONLINE MARKETPLACES AND DIGITAL TOOLS**

In an increasingly digital world, this module focuses on essential online tools like **Avinode**, Return Jet, and empty leg applications. Participants will learn to leverage digital platforms to streamline operations and optimize client bookings effectively.

✓ **MODULE 5: COST STRUCTURE OF PRIVATE JET OPERATIONS**

Understanding costs is crucial for profitability. This module covers both fixed and direct operating costs, along with strategies to optimize cost efficiency in jet operations, providing a foundation in financial management within the aviation sector.

✓ **MODULE 6: QUOTING AND SELLING FLIGHTS FROM AN OPERATOR'S PERSPECTIVE**

Participants will learn the art of quoting flights, including variables that impact pricing, dynamic pricing models, and proactive sales strategies. This module focuses on effective selling from an operator's perspective to maximize client satisfaction and revenue.

✓ **MODULE 7: SEARCHING AND BUYING FLIGHTS FROM A BROKER'S PERSPECTIVE**

From search strategies to off-market flights, this module teaches participants how to find and secure the best flight options for clients. Emphasis is placed on legal considerations, client needs, and additional services such as helicopter and group charters.

✓ **MODULE 8: NEGOTIATION SKILLS FOR THE PRIVATE JET MARKET**

This module focuses on essential negotiation skills for buying and selling private flights. Participants will develop strategies to secure favorable deals, maximize profitability, and manage client relationships effectively within a competitive market.

✓ **MODULE 9: NETWORKING IN THE PRIVATE/EXECUTIVE AVIATION SECTOR**

Networking is vital in private aviation. This module guides participants through key industry events, online networking platforms, and strategies for building meaningful connections that can support business growth and career development.

✓ **MODULE 10: JOB SEARCH, STARTING YOUR OWN BUSINESS & REAL SCENARIOS**

Please Note: The order of the modules may vary depending on the instructor and the specific class cohort. Adjustments are made to ensure the best learning experience for each group.

Benefits of a Career as an Air Charter Broker

High Compensation:

A career as an Air Charter Broker offers not only prestige and excitement but also the potential for high financial rewards. Here's a closer look at why this role is financially attractive:

1. Competitive Base Salaries

While exact figures vary based on experience, location, and company size, entry-level brokers often start with a base salary ranging from \$30,000 to \$60,000 per year. For experienced brokers, this can climb to \$80,000 or more annually, depending on their performance and market demand.

2. Significant Commission Potential

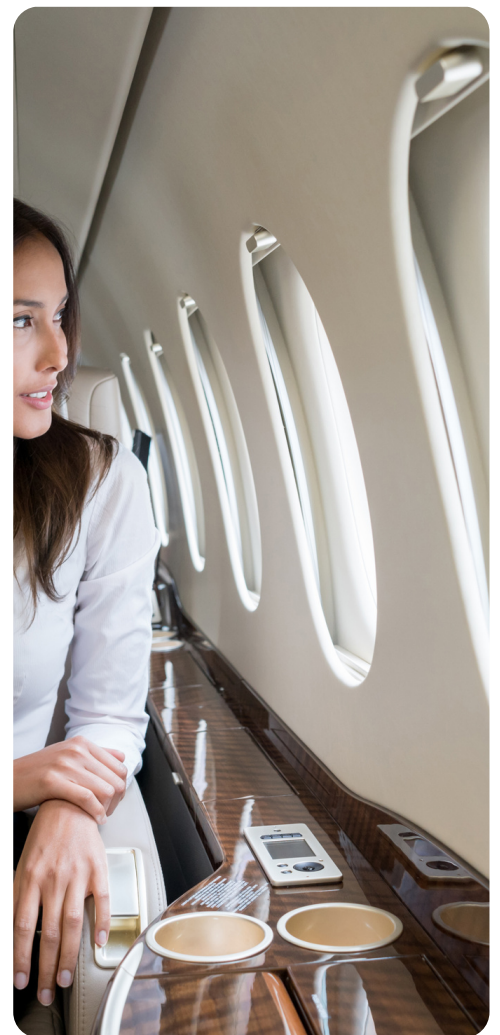
The real earning potential for brokers comes from commissions. Typically, brokers earn 10–15% of the charter flight's total cost. With private jet charters often priced between \$10,000 and \$50,000 per flight hour, a single booking can result in a substantial payout:

3. High-End Clientele and Upselling Opportunities

Air Charter Brokers frequently work with high-net-worth individuals (HNWIs), celebrities, and corporations, allowing for additional revenue streams through upselling premium services such as:

- Concierge travel arrangements
- In-flight luxury catering
- Ground transportation

These add-ons can further boost their commission earnings.





Growing Demand:

The demand for private aviation services is on the rise, particularly in key markets like North America and Europe . With the increasing need for personalized and exclusive travel, the demand for specialized brokers is growing, creating more job opportunities. The private aviation market has proven to be resilient, with demand increasing by over **15% annually** in some regions. This growing market ensures consistent opportunities for brokers to secure high-value deals

Work Flexibility:

This career offers flexibility in terms of working hours and the possibility of working remotely or independently, allowing for a better work-life balance.



Why Fly Wise Academy?

Upon completing the course, participants gain access to our exclusive Job Board, which is updated almost daily with new job opportunities.

We have a partnership with Global Jet Centre in Dubai, providing direct opportunities for our students with this prestigious company.

Additionally, we are collaborating with Air Charter Service, the market leading broker company with local offices worldwide.

We are continuously working to establish new agreements with leading companies in private aviation, ensuring that our students have access to the best career opportunities in the industry.



Why Fly Wise Academy?

Continuous Support

Participants have unlimited access to **one-on-one tutoring** with instructors, ensuring they can resolve any questions or explore specific topics in depth.

Expert Instructors

Learn from industry leaders with **real-world experience** in private aviation, including charter operations, brokerage, and client management.

Flexible Online Format

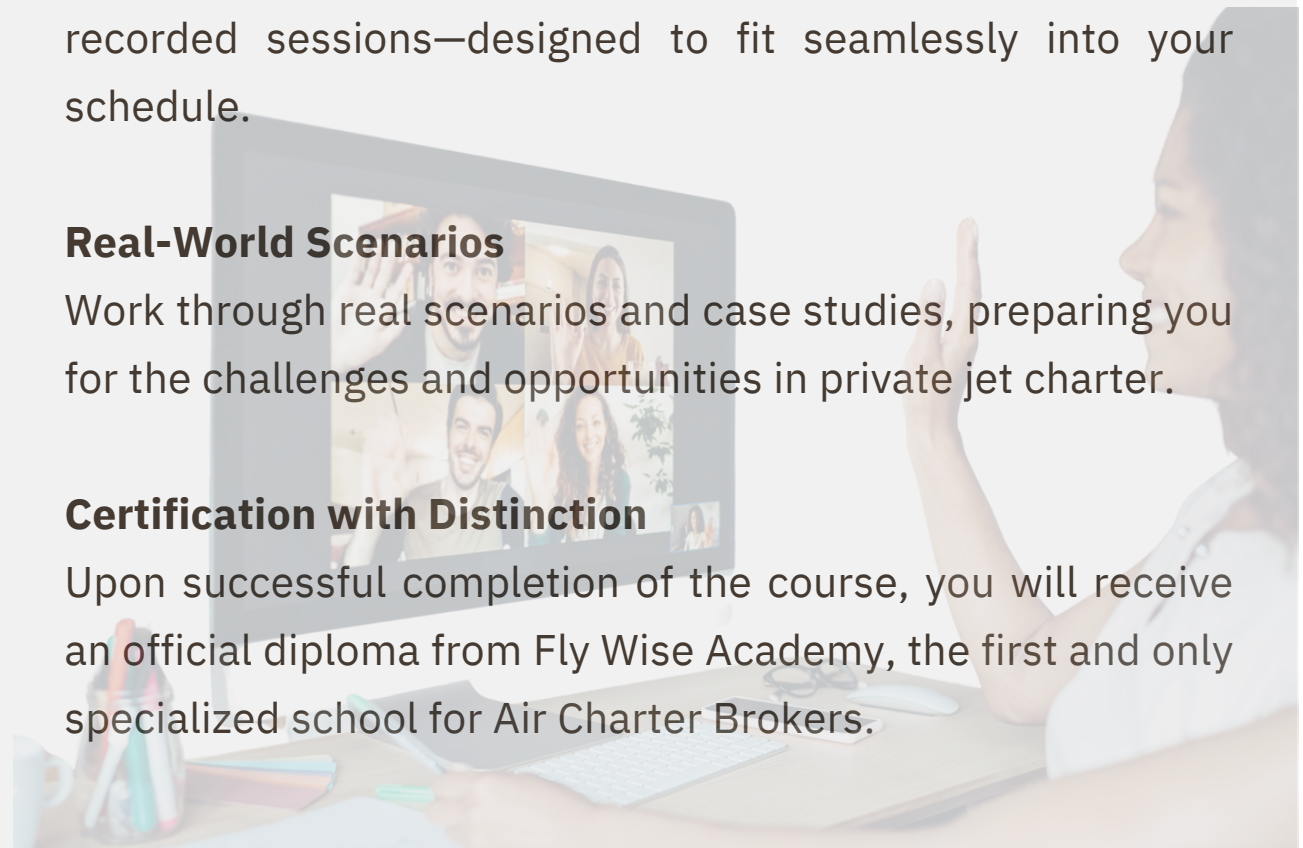
Study from anywhere in the world with our online, live, and recorded sessions—designed to fit seamlessly into your schedule.

Real-World Scenarios

Work through real scenarios and case studies, preparing you for the challenges and opportunities in private jet charter.

Certification with Distinction

Upon successful completion of the course, you will receive an official diploma from Fly Wise Academy, the first and only specialized school for Air Charter Brokers.



Global Focus on Private Aviation

The course covers the international aspects of private aviation, enabling students to understand and adapt to global regulations and trends.

Ongoing Support

Benefit from unlimited one-on-one tutoring and post-course resources to ensure continued growth and success.

Teachers



Diego Moser Boss, Commercial Director at iJet Aviation, has over **25 years of experience** in executive aviation.

Diego has been a **pilot** since the age of 17, receiving military training in the Swiss Air Force and airline pilot training at Swissair (now Swiss). He later worked for several years as a flight instructor in Spain.

At just 25 years old, he founded Sur Aviation, an airline specializing in Very Light Jets with a fleet of 7 aircraft, where he managed the company and was responsible for commercial operations as well as serving as a pilot.

He later worked as the **Commercial Director at Gestair**, one of the largest executive aviation companies in Europe, where he was responsible for charter flight sales for their fleet of over 30 aircraft (from light jets to ultra long-range).

Diego also has extensive teaching experience and has trained a considerable number of professionals who are now working in the aviation sector.

Guillermo Gallego, Director of Operations at iJet Aviation, brings extensive experience and passion to our team. A graduate in **Aeronautical Engineering** from the prestigious UPC of Catalonia, Guillermo has built a distinguished career in the aviation industry.

As a **Citation and Falcon 2000 pilot**, as well as an experienced air charter broker at iJet Aviation, he possesses deep knowledge of both the operational and commercial aspects of aviation. In addition, he has participated in four private jet purchase and sale transactions, further enhancing his expertise in the business side of the industry.



Beyond his professional roles, Guillermo is dedicated to education and mentorship. With significant experience in pilot training at Aerolink Sabadell, he is committed to guiding future pilots and brokers on their learning journeys. His mission is to bridge the gap between theoretical knowledge and practical application, empowering our students to succeed in their aviation careers.

Other team members



Mónica García is a key member of our team, bringing a wealth of experience and deep expertise in aviation management. A graduate in **Aeronautical Management** from the Autonomous University of Barcelona (UAB) and holder of a master's degree in Aeronautical Management from ITAÉREA, Mónica combines academic training with hands-on experience.

With extensive experience in air operations, Mónica has worked in both **commercial airlines and charter flights**, providing her with a comprehensive perspective on the industry. Her expertise includes the coordination and supervision of operations, ensuring efficiency and safety at every stage of the process.

Course Structure & Commitment

- **Course Duration:** 3 Months
- **Schedule:** Mondays and Wednesdays, live online sessions twice a week, 90 minutes each. The schedule may vary, with the exact time to be determined. However, sessions are planned to take place in the afternoon.
- **Missed a session?** No problem! All classes are available for 72 hours.
- **Self-Study:** Expect to dedicate 4 to 8 hours per week to independent study, tailored to your current knowledge level.
- **Assessments:** Stay on track with bi-weekly progress tests, culminating in a final exam during the last week of the course.
- **Individual Tutoring:** For personalized support, optional one-on-one tutoring sessions are available to deepen your understanding of the material.

Investment: €2,990 (standard price).

[Book a complimentary consultation with one of our instructors to discuss your aviation career and learn about our current Early Bird discount.](#)

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