FSAI SM

18TH ANNUAL INTERNATIONAL

FLIGHT SCHOOL OPERATORS CONFERENCE & TRADE SHOW 2027

TUE–THU / FEBRUARY 9–11, 2027

New Orleans

CO-EVENT
SEPARATE
REGISTRATION
FEE

IAAC FLIGHT SCHOOL ACCREDITATION WORKSHOP

MON / FEBRUARY 8, 2027

18TH ANNUAL INTERNATIONAL

FLIGHT SCHOOL OPERATORS CONFERENCE & TRADE SHOW

THE LEADING EVENT FOR EVERY FLIGHT SCHOOL

Join peers, friends, and exhibitors at Hyatt Regency New Orleans, for FSAI's 18th Annual Conference & Trade Show. 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

FSAI continues to freshen its conference program to ensure you receive the best, most up-to-date information and training available focused on the business of flight training.

AN UNMATCHED TRADE SHOW

With over 60 exhibitors last year, this event has become the One-Stop Supply Chain trade show for the flight training community. The exhibit hall opens 6:00 pm Tuesday and remains open throughout the event, except during lunch Wednesday and Thursday.

Take adavantage of the breaks between sessions to grab a brew and make the rounds.

EARLY BIRDS SAVE $200

Fee schedules page 15 and registration form on page 16.

"It's a can't miss event for us"

"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 us."

–**DAVID MORSE**, Director–Flight Training Organization–Americas and Europe, **CAE**

PROGRAM

Detailed session descriptions appear on pages 6-8.
Times and sessions subject to change.

DAY 1 TUESDAY, FEBRUARY 9

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

Committee Meetings

8:00	Wellness
9:00	Airman Practical Testing
10:00	Safety
11:00	Training Aircraft
1:00	Legislative Affairs

2:30 Opening Remarks

3:00 GENERAL SESSION I
Federal Agency Update: Insights from the Regulators

6:00 Reception and Dinner

Fee schedules page 15 and registration form on page 16.

DAY 2

WEDNESDAY, FEBRUARY 10

7:30 Registration Opens
Attendees are required to wear their name badge during the event.

8:00 GENERAL SESSION II
Developments in Aviation Medicals and Mental Health

9:00 BREAKOUT SESSIONS A

1 **Drop Out Rates and How Your Customer Experience Efforts Can Change It**

2 **Keeping Your CFIs Motivated and Encouraged Until Their Big Move**

3 **SMS/QMS Using Safety Systems and Manuals in Your Operation**

4 **Insurance Strategies for the Best Rates**

10:00-10:45 Coffee Break with Exhibitors/Networking Time
Note: The exhibit hall remains open until 6:00 pm.

11:00 BREAKOUT SESSIONS B

5 **AI Tools and How Modern Operators Are Capitalizing on the Benefits**

6 **Leveraging Flight Simulation in Your Operation ... Never Cancel a Training Session Again**

7 **Maximizing Scheduling of your Aircraft and Flight Instructors to Keep Your Students Going and Drive Revenue**

8 **Helping Students Plan for the Professional Career Pilot Pathway Most Effectively in Their Training Sequence**

12:00 Lunch and Speaker

1:30 GENERAL SESSION III
Airport and Landing Fees Form Your Business Foundation

2:30 BREAKOUT SESSIONS C

9 **Examining Authority–Is It the Right Answer for Your School with Lack of Available DPEs?**

10 **Aircraft Fleet MX and Tracking**

11 **Why Quality Training Materials Matter–Teaching Students the Difference Between AI and Low-end Products Versus Quality**

12 **Marketing and Building the Best Possible Customer Experience**

Fee schedules page 15 and registration form on page 16.

3:30-4:15 Coffee Break with Exhibitors/Networking Time
Note: The exhibit hall remains open until 6:00 pm.

4:15 FLIGHT SCHOOL ROUNDTABLE WORKSHOPS
–Schools 0 – 20 aircraft
–Schools 20 or more aircraft

5:30 Adjourn for the day (Dinner on your own)

DAY 3

THURSDAY, FEBRUARY 11

8:30 FSAI Annual Membership Meeting

9:15 GENERAL SESSION IV
Part 141 Modernization: Are you ready?

10:00-10:45 Coffee Break with Exhibitors/Networking Time

10:45 BREAKOUT SESSIONS D

13 **MOSAIC Qualifying Aircraft and the Future of Flight Training**

14 **Tracking Your Aircraft and Students with Modern Technology**

15 **Student Aircraft and Simulator Financing**

16 **Anxious Students–What They Don't Tell You and How to Decipher What Steps to Take for Wellness During Training**

12:00 Lunch and Speaker

1:30 GENERAL SESSION V **Legal Debrief**

2:30 GENERAL SESSION VI
121, 135, and Corporate Career Pilot Pathways

3:30 Conference Adjourns

Fee schedules page 15 and registration form on page 16.

GENERAL SESSIONS

I **Federal Agency Update: Insights from the Regulators**

A critical component of the conference is interaction with and updates from federal agencies that interact with the flight training community. During this opening session regulators from the FAA, SBA, SEVP, and more will discuss current initiatives, upcoming changes, and how they impact flight training operations and business.

II **Developments in Aviation Medicals and Mental Health**

Hear about updates from the FAA on what is new and up and coming in the aero medical side of the industry.

III **Airport and Landing Fees Form Your Business Foundation**

Understanding airport rates and charges and how to negotiate is critical to your flight school. Learn about airport fees and how you can manage the category.

IV **141 Modernization: Are You Ready?**

This session explores Part 141 from both the current regulations and the possible changes coming down the runway. Learn about the possible new FAA deliverables that could create both positive and challenges for your school.

V **Legal Debrief**

Explore what happens when one of your aircraft is involved in an accident. This session offers insight and guidance on how to prepare ahead for when one of your aircraft is involved in either a fatal or non-fatal accident.

VI **121, 135, and Corporate Career Pilot Pathways**

Airline, 135, and corporate representatives share their insights and guidance on current hiring trends. Attendees will be provided with valuable information which can help students understand the employment marketplace.

BREAKOUTS

SESSIONS A.

1 **Drop Out Rates and How Your Customer Experience Efforts Can Change It**

Why do students drop out of pilot training? How training providers can keep students moving through and complete their training with tools and culture strategies for keeping students and staff motivated.

2 **Keeping Your CFIs Motivated and Encouraged Until Their Big Move**

Techniques for CFI professional development, dealing with potential burnout, marking important milestones, monetary and gratis incentives and much better moral.

3 **SMS/QMS Using Safety Systems and Manuals in Your Operation**

Getting ahead of the curve on upcoming regs for SMS. Methods to develop a system that suits your operation and meets the standard.

4 **Insurance Strategies for the Best Rates**

Understanding the Current Aviation Training Insurance Market–How to stay in compliance with policies, get the best policies for your operation, and make sure you're getting the best quote possible.

Insurers share ideas to keep premiums low by using tools such as student/renter agreements, modern technology, and more.

Fee schedules page 15 and registration form on page 16.

SESSIONS B.

5 **AI Tools and How Modern Operators Are Capitalizing on the Benefits**

Your students are using AI, why shouldn't you? Tips on using AI for better outcomes from scheduling, squawks, CFI performance, debriefs, and more. Where should AI be allowed to participate, where should it stop and who is accountable?

6 **Leveraging Flight Simulation in Your Operation. Never Cancel a Training Session Again**

Simulation is often underutilized, Instructor motivation techniques, how to price according to fidelity, encourage Sim use prior to entering an aircraft, insurance benefits.

7 **Maximizing Scheduling of Your Aircraft and Flight Instructors to Keep Your Students Going (and Drive Revenue)**

If you are not maximizing your scheduling software, the value is diminished. Experts explain why an appointment should never be canceled, training staff to utilize for full benefits and keeping students involved with the technology. Key takeaways for compliance with various government entities and partners.

8 **Helping Students Plan for the Professional Career Pilot Pathway Most Effectively in Their Training Sequence**

Ab initio students are taught to fly and gain experience and hours for the airlines, but what about the personal professional development side? Following "An Aviators Guide to Pilot Career Path," this session is an advance course in professionalism from start to finish.

SESSIONS C.

9 **Examining Authority–Is It the Right Answer for Your School with Lack of Available DPEs?**

Examining Authority: how to get it, how to set it up, who to have do the tests, how to document the tests, record keeping, and more.

10 **Aircraft Fleet MX and Tracking**

New versus *preowned*. Keep your aircraft flying, monitoring real cost per hour, fleet mix options, parts forecast, downtime, and much more to keep your revenue stream flowing.

11 **Why Quality Training Materials Matter. Teaching Students the Difference Between AI and Low-end Products Versus Quality**

Students often search for the lowest cost training materials to get an advantage before entering your school. Recognizing and explain the pitfalls of cheap products prior to training.

12 **Marketing and Building the Best Possible Customer Experience**

Best practices identifying a Marketing strategy for your operation. Building the BEST customer experience within your team and students to keep them coming back.

SESSIONS D.

13 **MOSAIC Qualifying Aircraft and the Future of Flight Training**

New LSA aircraft under MOSAIC and the future of flight training operations.

14 **Tracking Your Aircraft and Students with Modern Technology**

Maximize utilization while keeping track of training trends that could jeopardize safety. Insurers are adapt to lowering rates for this modern technology reporting.

–continued next page–

Fee schedules page 15 and registration form on page 16.

BREAKOUTS *–continued from previous page–*

15 **Student, Aircraft, and Simulator Financing**

How to curate the best aircraft fleet mix and finance its acquisition for your flight training operation. With more options than ever before, student, aircraft and simulator financing, let experts share tactics to stretch your ability to leverage lender options and forecast to end of training.

16 **Anxious Students–What They Don't Tell You and How to Decipher What Steps to Take for Wellness During Training**

We've all had experience with an anxious or nervous student, but leaders in wellness and health have new methods to counter the anxiety and get students to a new level of wellness.

"We attended our first conference in 2012 and keep coming back"

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

CONFERENCE SOLICITATION POLICY

FSAI 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 FSAI 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@fsai.org.

Fee schedules page 15 and registration form on page 16.

HYATT REGENCY NEW ORLEANS

Hyatt Regency New Orleans
601 Loyola Avenue, New Orleans LA 70113
+1-504-561-1234
hyatt.com/destinations/new-orleans

We're excited to host our 2027 Conference & Trade Show at Hyatt Regency New Orleans. Located next to Caesars Superdome and Smoothie King Center, Hyatt Regency offers spacious accommodations, an outdoor rooftop pool, an onsite Starbucks, and multiple dining options–all within walking distance of the South Market District, Warehouse District, and the French Quarter.

Top attractions–including the Audubon Aquarium and the National WWII Museum–are within 1.5 miles. The New Orleans Streetcar and other public transportation options are just outside the doors of the hotel.

- Complimentary Wi-Fi in public spaces and guestrooms
- FedEx onsite business center
- On-site car rental
- Concierge
- 24-hour fitness center

ROOM RESERVATIONS

Book by Tuesday, January 19, 2027, for a special rate of $269 single/double plus fees and taxes. After that date, rates may be higher and/or rooms may be unavailable.

- Nightly Resort Charge waived for registered FSAI guests only

Book online: Access our special conference link at fsai.org/events.php

Or book by phone: **1-888-591-1234**

Group code: **FSAC**

HOTEL PARKING

Self parking and valet parking are available.

TRANSPORTATION FROM AIRPORT TO HOTEL

The hotel is about a 14-mile drive from Louis Armstrong New Orleans International Airport (MSY). Transportation options include taxi, Uber, Lyft, and rental car services.

Fee schedules page 15 and registration form on page 16.

FSAI SUPPORTING PARTNERS SM

A special thank you to all FSAI annual supporting partners. Their commitment throughout the years has helped make this annual conference & trade show so essential to our industry.

Below we are pleased to recognize our top tier supporting partners.

VISIONARY PARTNERS

PIEDMONT

JESSICA COX MOTIVATIONAL SERVICES

FLYING

INTERNATIONAL AEROSPACE ACCREDITING COMMISSION IAAC

AFG Avenger Flight Group

DEVELOPER PARTNERS

SKYBOUND Professional Pilot Loan Program

RIGHT RUDDER MARKETING

TECNAM QUALITY AIRCRAFT SINCE 1948

US Aviation Academy

AVEMCO

LPD Lehigh Print & Data

AVIATION START

AVIATION CONVERSATIONS

Fee schedules page 15 and registration form on page 16.

CO-EVENT
SEPARATE
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FEE

INTERNATIONAL
AEROSPACE
ACCREDITING
COMMISSION
IAAC

IAAC FLIGHT SCHOOL ACCREDITATION WORKSHOP

MONDAY, FEBRUARY 8, 2027
(DAY PRIOR TO FSAI CONFERENCE & TRADE SHOW)
HYATT REGENCY NEW ORLEANS

This workshop is structured for schools looking to become accredited and to understand what that means, what it takes, and the benefit to your school and students. **Workshop attendance is required as part of the IAAC Application process.**

The IAAC Workshop is independent of the FSAI Conference. The Workshop and Conference have separate registration fees.

Fee schedules page 15 and registration form on page 16.

2027 IAAC PROGRAM MONDAY, FEBRUARY 8

Program and times subject to change

08:30 IAAC Workshop Registration Opens

09:00 **IAAC Accreditation Overview and Updates**
–General outline of what to expect and takeaway by the end of the day
–The IAAC Petition to the US Department of Education–It's now in process!
–Where we are with accredited and applicant schools

09:15 **The IAAC Process from A-to-Z, and going forward**

9:30 SESSION I **IAAC Standards of Accreditation**
–Review the Standards
–Recent updates to IAAC Standards and Policies
–The areas that require better focus by your school

11:00 SESSION II **Application for Accreditation**
–What Is Your Program? Clearing up some common misconceptions
–Letter of Intent – How to properly frame your school and program(s)
–Application for Accreditation
–Required Exhibits – What are some common misconceptions?

12:00 Lunch – Speaker on aviation training topic

1:30 SESSION III **Critical Documents: Discussion and Review**
Attendees are required to bring their school catalog and enrollment contracts.
–Group discussions on catalogs, enrollment contracts, and key forms. This is a specific session on each attendee's documents.
–Review of key points commonly requiring corrections
–IAAC policies, procedures, forms, and documents
–Specifically how these materials relate to compliance with standards

3:00 SESSION IV **Self-Study**
–How to prepare your Self-Study document
–Discussion of key findings and helpful observations
–Most common areas needing clarification
–Helpful hints based on IAAC review of school submissions

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

Fee schedules page 15 and registration form on page 16.

INTERNATIONAL AEROSPACE ACCREDITING COMMISSION IAAC

The International Aerospace Accrediting Commission (IAAC) is the only accrediting agency that focuses exclusively on independent flight schools and private postsecondary non-degree clock hour programs.

Independent Flight Schools

–Provide the airlines with the largest amount of candidates,

–Can produce pilots that attain 1200-to-1500 hours within the 2nd year, while gainfully employed as a CFI,

–Cost about 50-to-75% less that most college and university programs [that only gains graduates ~250 hour flight time after 4 years]. *You don't need a college degree to be a pilot!*

There are over 1,500 independent flight schools in the United States, all of which would benefit from IAAC accreditation. Isn't it time you checked to see if the IAAC is right for your school?

IAAC Accreditation

–Brings a third party, nationally-recognized quality assessment to the sector

–Will allow schools' students access to a variety of tuition assistance programs

- Federal financial aid
- Access to 529 Plans
- Ability to issue 1099-T for the Lifelong Learning Credit
- Other private, state and charitable programs

IAAC accreditation standards require accredited schools to maintain the highest standard for aviation training with respect to graduate competency, sound business practices and professionalism. IAAC commissioners and staff are independent of any association or lobbying organization to assure there is no conflict of interest.

Learn more at www.iaac.aero.

Fee schedules page 15 and registration form on page 16.

Fax, email, or mail the registration form on page 16 or register online at fsai.org/events

SERVING THE FLIGHT TRAINING INDUSTRY SINCE 2009

Flight School Association International (FSAI), established in 2009 as 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. FSAI serves a membership which 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 FSAI helps both new and existing flight schools grow their business. New members welcome; join at fsai.org.

FSAI BORN TO FLY

3111 Arcadia Avenue Allentown PA 18103
610 791-4359 info@fsai.org Fax 610 797-8238
fsai.org

FOSTERING EXCELLENCE IN THE FIELD OF AVIATION CAREER TRAINING SINCE 2023

The International Aerospace Accrediting Commission (IAAC) is the first ever institutional accrediting agency focused solely on flight and aviation education within the United States and internationally. Of the over 1,000 independent flight schools in the United States all would benefit from IAAC accreditation. IAAC members currently include independent Federal Aviation Administration (FAA) certified flight schools that prepare pilots and mechanics for the aviation industry.

INTERNATIONAL AEROSPACE ACCREDITING COMMISSION IAAC

12740 East Sunnyside Drive, Suite 100 Scottsdale AZ 85259
480 451-7205 contact@iaac.aero Fax 480 451-7231
iaac.aero

Fee schedules page 15 and registration form on page 16.

FSAI CONFERENCE & TRADE SHOW FEE SCHEDULE

	Early Bird by Dec 4, 2026	Regular Dec 5-Feb 8, 2027	On-site Feb 9-11
General	$845.	$1,045.	$1,145.
FSAI Member	$745.	$945.	$1,045.
Government	$745.	$945.	$1,045.
Student	$100.	$125.	$150.
ADDITIONAL ATTENDEES:			
General	$775. pp	$975. pp	$1,075. pp
FSAI Member*	$675. pp	$875. pp	$975. pp

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

REGISTRATION INCLUDES

- ✓ Professional sessions and workshops. (Monday's IAAC Accreditation Workshop requires separate fee.)
- ✓ Exhibit hall admission
- ✓ Tuesday reception and dinner
- ✓ Wednesday and Thursday lunches
- ✓ Coffee breaks with exhibitors

LIMITED STUDENT/YOUTH PASS

FSAI/FSANA YOUTH members and students enrolled in a post-secondary college or vocational school qualify to attend Wednesday, Thursday, or both days for a nominal fee.

- ✓ Professional sessions and workshops
- ✓ Exhibit hall admission
- ✓ Wednesday and Thursday lunches
- ✓ Coffee breaks with exhibitors

CANCELLATION POLICY

Cancel by Jan 15, 2027 ..... Full refund.
Cancel Jan 16-26 ..... Receive registration fee less $300.
Cancel after Jan 26 ..... No refund.

IAAC ACCREDITATION WORKSHOP FEE SCHEDULE

	Early Bird by Dec 4, 2026	Regular Dec 5-Feb 7, 2027	On-site* Feb 8
First person	$750.	$850.	$900.
Extra person(s)	$650. pp	$750. pp	$900. pp

*On-site registration limited to available space.

REGISTRATION INCLUDES

✓ Entry to Monday sessions ✓ Monday lunch

CANCELLATION POLICY

Cancel by Jan 15, 2027 ..... Full refund.
Cancel Jan 16-26 ..... Receive registration fee less $250.
Cancel after Jan 26 ..... No refund.

Registration form on page 16.

2027 REGISTRATION

FSAI SM

This form can also be downloaded at fsai.org as a fillable PDF.

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 Last

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 _____

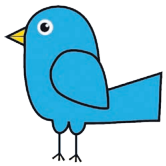
Phone (_____) _____ Email _____

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 qualify for a Limited Student/Youth pass and will attend: ◯ Wed ◯ Thu ◯ Both

STEP 2: CALCULATE YOUR PAYMENT

Conference early birds save $200



FSAI Conference Registration (from Fee Schedule) .... $_____

Check one: ◯ General ◯ Government ◯ FSAI member ◯ Student

#___ Additional attendees X amount from Fee Schedule .... $_____

#___ Guest fee to attend Tuesday dinner: $100 pp ..... $_____

IAAC Accreditation Workshop Registration

First person, amount from Fee Schedule ..... $_____

#___ Extra person(s) X amount from Fee Schedule ..... $_____

TOTAL PAYMENT ..... $_____

☐ Check enclosed payable in U.S. dollars to: **FSAI**

VISA MasterCard AMERICAN EXPRESS # ____ - ____ - ____ - ____

Name as it appears on card _____

Expiration date _____ / _____ Card security code # _____

STEP 3: FOUR WAYS TO REGISTER

Online at: **fsai.org**

Email to: **info@fsai.org**

Fax to: **610-797-8238**

Mail form(s) and remittance to: **FSAI / 3111 ARCADIA AVE / ALLENTOWN PA 18103**