

Discovery Flight Standardization

- The instructor should arrive early for the specified time of the discovery flight with weight and balance completed (when possible).
- Greet the potential student warmly and enthusiastically.
- Gauge their interests, background, and goals through conversation whilst giving them a tour of the facility.
- Give them a brief history of the company, services available, and some positive attributes of training here.
- Take them into a classroom or office, and brief them on the flight. Go over taxi procedures, control surfaces, using visual references for flight, proper pitch control, and basic flying fundamentals.
- Collect the dispatch, briefly touch on why we care about weight and balance, and head out to the aircraft.
- A lesson on aircraft pre-flight will also be given. The instructor will identify the parts of an airplane, their functions, and operation of the control surfaces. The potential student should be engaged and actively involved in this process. . Verify sick sacks are on board the aircraft.
- Once the aircraft is started have the potential student familiarize themselves with controls and taxi procedures.
- The instructor can do the run-up to save hobbs time. Make sure explain to the student why we are accomplishing the tasks on the list.
- Prep the student for the takeoff and allow them to do it.
- Once airborne teach the student the basics. Don't emphasize certain altitudes, headings, etc.. More so emphasize sight pictures, and aircraft behavior. Do turns, climbs, descents, etc..
- Make it a fun first flight. Feel free to throw in something like a touch and go maneuver or a low approach if the potential student desires it.
- Landing is at the instructor's discretion, it is best to have the potential student feel along on the controls.
- Hobbs should fall between .5 and .6 hours of flight time. .5 is ideal, NO MORE THAN .6 Hours.
- Upon arrival make sure to verify that you have answered all the potential student's questions about flight training, and walk them through the LEA Kit. Show them pricing options, financing options, and different aircraft available for training.
- Schedule the potential student for their first lesson.