



How to Make a Career  
as a Full-Time Flight Instructor

# You're Probably Asking Yourself Two Questions:

# Can I make Flight Instructing into a Career?

**What if I don't want to be  
Poor doing it?**

## Is It Possible?

### About me...

CFI, CFII, MEI, ATP

Former DPE and UK examiner

16K+ hours

Director of Training – CFI Bootcamp

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**CFI Bootcamp**  
Flight Instructor Training

Is It Possible?

The answer is...

Yes!

I've done it for 25 years,  
and here's how:



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## How to Make It Possible:

### Meeting the Basic Requirements

Nothing much happens until this first step is done

## How to Make It Possible:

### Meeting the Basic Requirements

Base Hours/Experience:

Build instructional time as quickly as possible

Insurance companies start saying yes at about 1000hrs



## How to Make It Possible:

### Meeting the Basic Requirements

Base Hours/Experience:

Become a Chief, Assistant Chief, or Check Airman

Become a FAST Team representative

Join [SAFE](#) or [NAFI](#)

Become a Master CFI – SAFE or NAFI has these programs

## How to Make It Possible:

### Meeting the Basic Requirements

#### Base Hours/Experience:

If you're at a Part 61 flight school, here's some advice:

## How to Make It Possible:

### Meeting the Basic Requirements

Base Hours/Experience:

Team up with a mentor CFI at the same school and have them do your stage/phase checks

Doing this will get you good experience, such as:

## How to Make It Possible:

### Meeting the Basic Requirements

Base Hours/Experience:

Night flights

Flight reviews

Airplane checkouts



# What Makes a Career CFI?

## And Why Are They Hard to Find?

## Qualities of a Career CFI:

### Being a Teacher First

There Are Two Kinds of CFIs...

The kind you are depends on your career goals



## Qualities of a Career CFI:

### Being a Quality CFI

Being a quality CFI means the following applies to you:



## Qualities of a Career CFI:

### Being a Quality CFI

You are unique in your training skills  
(hard to find)





## Qualities of a Career CFI:

### Being a Quality CFI

Your skills would be essential for Part 141 schools



## Qualities of a Career CFI:

### Being a Quality CFI

You would be part of a pool for becoming a DPE



# How Do I Set Myself Apart from Others? (In a Good Way!)

## How to Be Different (In a Good Way!):

### Choose a Specialty

Product differentiation is key, so you should specialize in one of the following:

## How to Be Different (In a Good Way!):

### Choose a Specialty

A specific type of training

An expensive/specific airplane type

Avionics training

Simulator training



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## How to Be Different (In a Good Way!):

### Knowing Your Value

Your rate doesn't affect the all-in cost of a certificate as much as you might think

[Private Pilot Cost Estimator](#)

## How to Be Different (In a Good Way!):

### Knowing Your Value

On average, good teachers finish students 15% quicker

## How to Be Different (In a Good Way!):

### Knowing Your Value

Picking the lower price per hour CFI saves on the rate, however...



## How to Be Different (In a Good Way!):

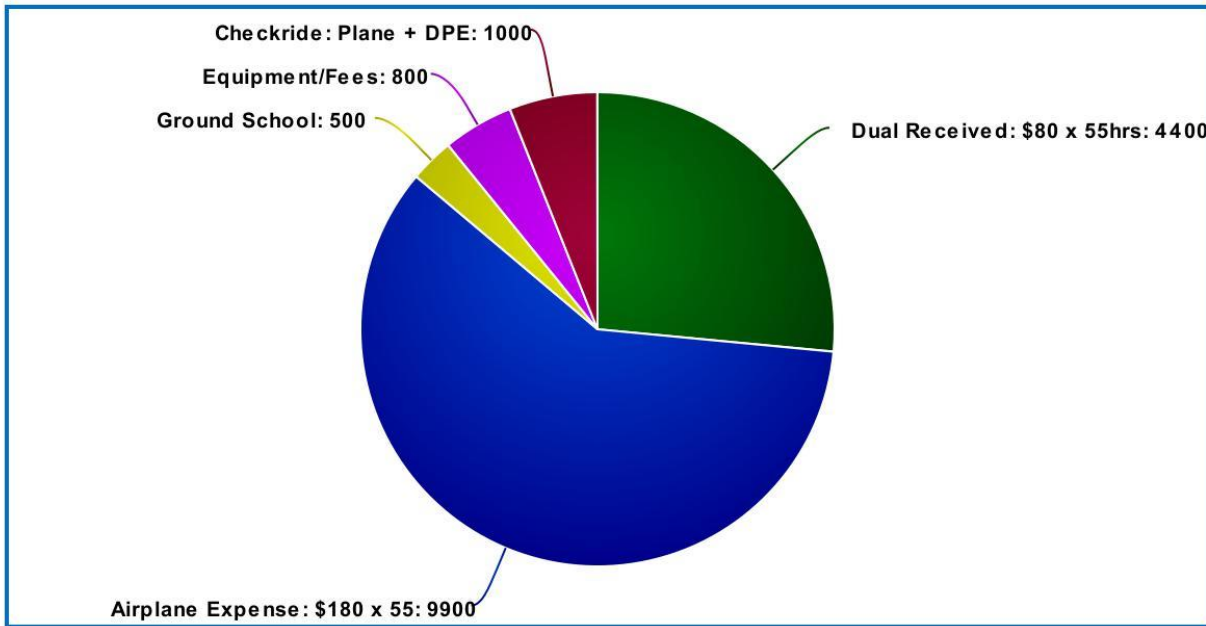
### Knowing Your Value

They spend more time in an expensive airplane than they would with you



What the student “saves” on the cost of a more experienced CFI, they will pay ~20% more for in flight time

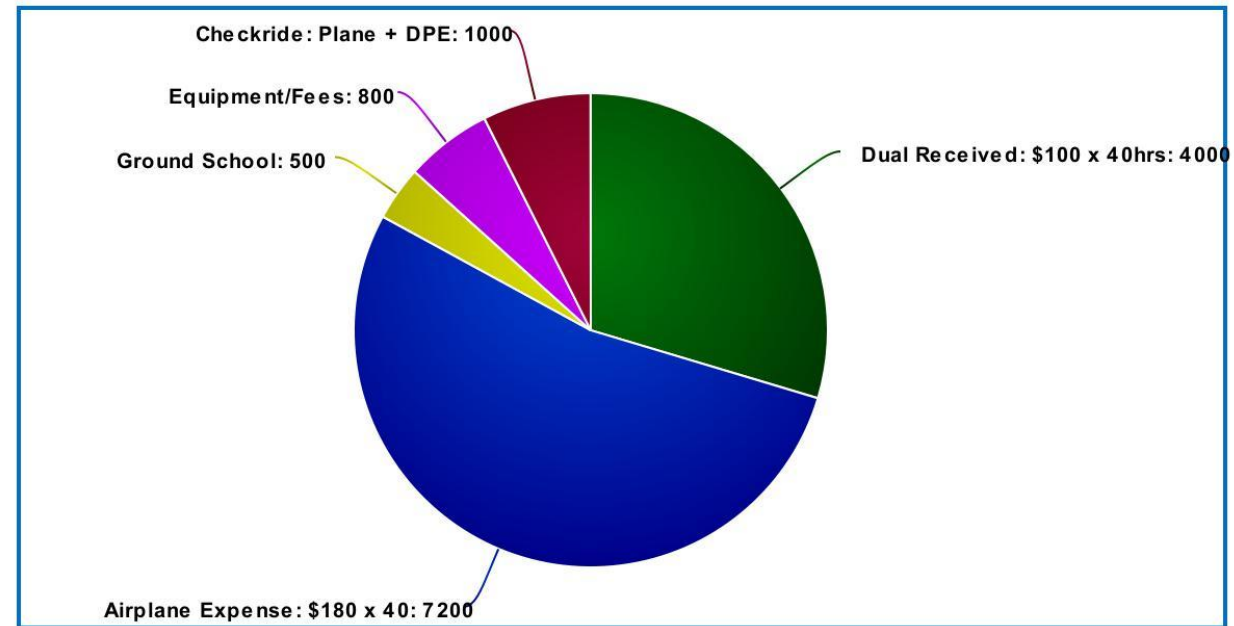
PPL COST - \$80/HR CFI - TOTAL: \$16,600



■ Dual Received: \$80 x 55hrs ■ Airplane Expense: \$180 x 55 ■ Ground School  
■ Equipment/Fees ■ Checkride: Plane + DPE

meta-chart.com

PPL COST - \$100/HR CFI - TOTAL: \$13,500



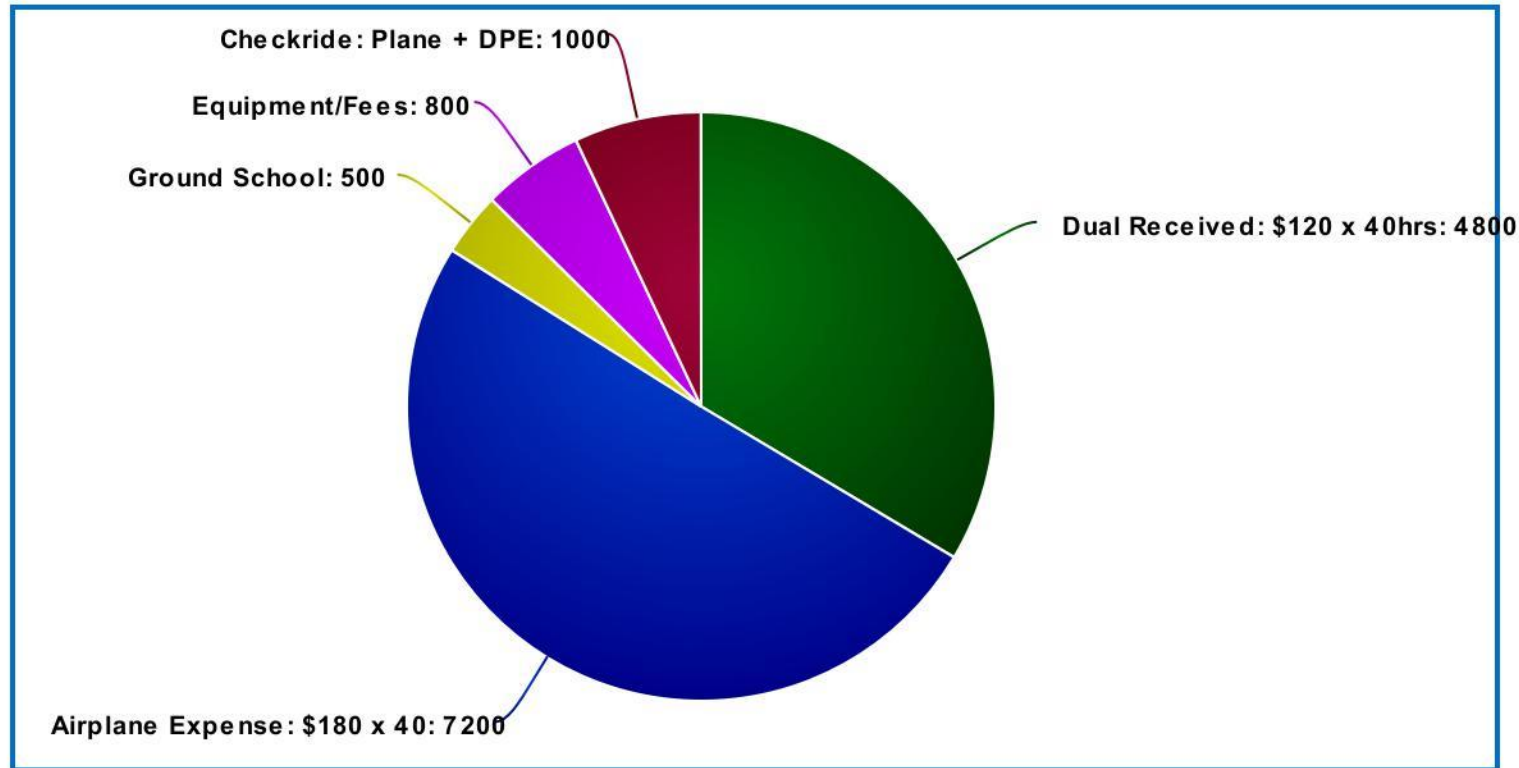
■ Dual Received: \$100 x 40hrs ■ Airplane Expense: \$180 x 40 ■ Ground School  
■ Equipment/Fees ■ Checkride: Plane + DPE

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# Your sales pitch is proving to them why you're worth the extra expense

PPL COST - \$120/HR CFI - TOTAL: \$14,300



■ Dual Received: \$120 x 40hrs ■ Airplane Expense: \$180 x 40 ■ Ground School  
■ Equipment/Fees ■ Checkride: Plane + DPE

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# How To Set Yourself Up For Success

Location, Pricing, Salesmanship, and  
Cost Awareness

## Setting the Stage for Success

### Location, Location, Location

Picking a good location to work is key

Pick a location that has a good supply of the following:



## Setting the Stage for Success

### Location, Location, Location

Students fly near where they work

Find a Part 61 school with lots of aircraft

Lots of flyable weather days



## Setting the Stage for Success

### Practicing Good Salesmanship

Running a business well means being a good salesperson. Remember and to apply the following principles:

## Setting the Stage for Success

### Practicing Good Salesmanship

People buy on emotion and justify with logic  
Remember test-driving before purchasing your car?





## Setting the Stage for Success

### Practicing Good Salesmanship

Learn the student's motivation first

There must be a clear and obtainable goal

## Setting the Stage for Success

### Practicing Good Salesmanship

Turning a qualified walk-in, into a student:

Put them in the airplane as soon as possible

Turn everything on – including ATC

Remove the control lock, sit next to them

Give them a mini-lesson on what to do

Setting the Stage for Success

Practicing Good Salesmanship

Inclined to find any \$\$ shortcomings



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## Setting the Stage for Success

### Setting a Rate/Billing

Are Block Rates a Good Idea?

Maybe not, and here's why:



## Setting the Stage for Success

### Setting a Rate/Billing

#### Are Block Rates a Good Idea?

Block rates don't help you unless you inflate your list rate to cover the discounted block rate

## Setting the Stage for Success

### Setting a Rate/Billing

Are Block Rates a Good Idea?

A 10/hr discount on 10 hours is an enormous APR

They will consume the block quickly

## Setting the Stage for Success

### Setting a Rate/Billing

How to Bill and Not Waste Time:

Bill for your time

This is all you really have to sell



## Setting the Stage for Success

### Setting a Rate/Billing

How to Bill and Not Waste Time:

Make a one-page terms sheet that details all your terms



Hi (Student's Name Here):

Glad you started to start your flight training with me here at CFI Bootcamp.

Here is a list of things you need to purchase so that you can start and complete flight training. Anything with an asterisk (\*) you don't need on day one but you will need it within a few weeks. You will need everything on the list.

- |  |        |
|--|--------|
| 1. Foreflight app from the Foreflight.com                      | 149.00 |
| 2. iPad (minimum 16Gbyte Wi-Fi version)                        | 329.00 |
| 3. Headset (Bose A20, Lightspeed Zulu or David Clark Non ANR*) | Varies |
| 4. Sporty's E6B for iPad at the Apple Store *                  | 15.00  |
| 5. ASA Private Pilot Knowledge Test Prep App (Apple Store)*    | 10.00  |

### **About billing from me:**

1. I bill you \$140.00/hr. from the time we are scheduled to start until the time we are scheduled to stop, unless we go over then I will bill you for the time at which we actually stop.
2. I bill you to the nearest 15 minutes rounded up.
3. In order NOT to be billed for a lesson you MUST cancel with at least 24 hours notice. You will be billed for the entire time we are booked if you don't cancel within 24 hours.

There are exceptions to the above for emergencies. These are dealt with on as they occur and you can expect not to be charged for the time scheduled for those rare events.

**Last words:** I want to give you the best instruction possible and maximize learning opportunities and create experiences in training to help you succeed in getting what you want. It's important to be motivated, do any reading/video work assigned and in general be prepared for the lesson.

## Setting the Stage for Success

### Setting a Rate/Billing

How to Bill and Not Waste Time:

Don't let students be late and not bill for the entire lesson

Don't let students cancel last-minute

These continued behaviors needs to be stopped

**In Summary, Yes, It's  
Possible!**

**Final Details/Advice**

## In Conclusion...

**Earning 100K+/yr *IS* Possible**

How the Math Works Out:

$\$100/\text{hr} \times 4\text{hrs (billed) per day}$   
 $\times 5\text{ days per week (Mon-Fri)}$   
 $\times 50\text{ weeks/yr}$   
 $= \$100,000/\text{yr}$



## In Conclusion...

### Being a CFI Is Required

For any of this to work, you have to be a CFI

## In Conclusion...

### Final Advice

Taking the slow road does three things you don't want:

Every month lost means that much lost time and money

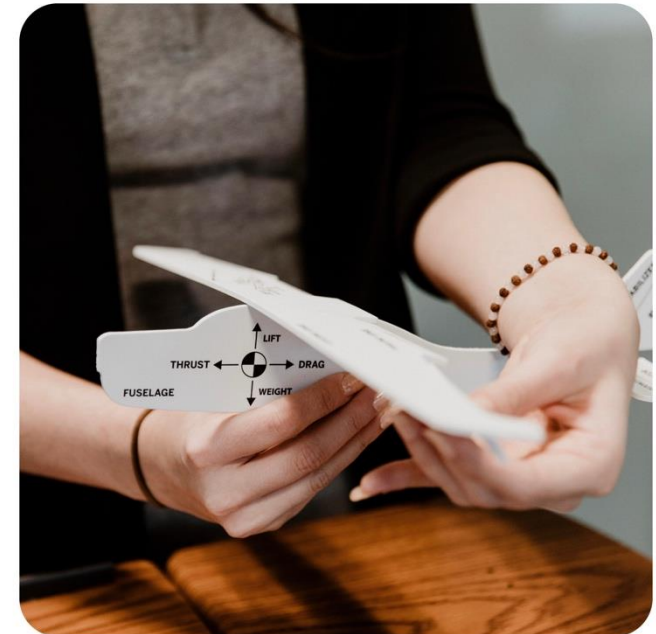
Slow training costs more

You are losing seniority or time to make money

## In Conclusion...

### Final Advice

Remember, any 2-year CFI is *authorized* to teach initial CFIs, however...





## In Conclusion...

### Final Advice

90% of them don't have the knowledge or experience  
When they really don't know they say:

“Make a lesson plan on that”

While they have the handbook open – who's lesson?



## In Conclusion...

### Final Advice

#### Basic Rules:

Don't meet once per week and  
“see how it goes”

Don't write your own lesson plans

Get *actual* teaching experience



## In Conclusion...

### Final Advice

The CFI certificate is *not* a pilot certificate!

It requires a totally different skill set



Flight Instructor Certificate



Pilot Certificate

In Conclusion...

## Final Advice

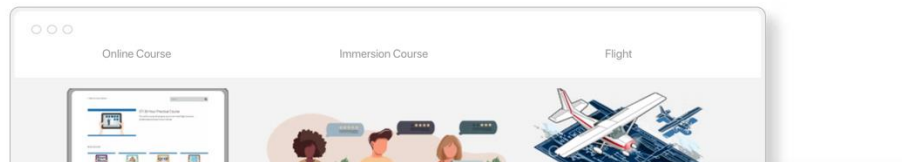


### Your Flight Instructor Training Starts Here.

A Complete Structured Training System,  
Developed by Industry Leaders.

Palo Alto, CA and Miami, FL

[Learn More.](#)



We get the job done



## In Conclusion...

### Program

42 hour self paced online course

42 hour in-person/remote ground school – 7 Days

One week of flight/ground – Dedicated airplanes/CFIs

Checkride - Prescheduled

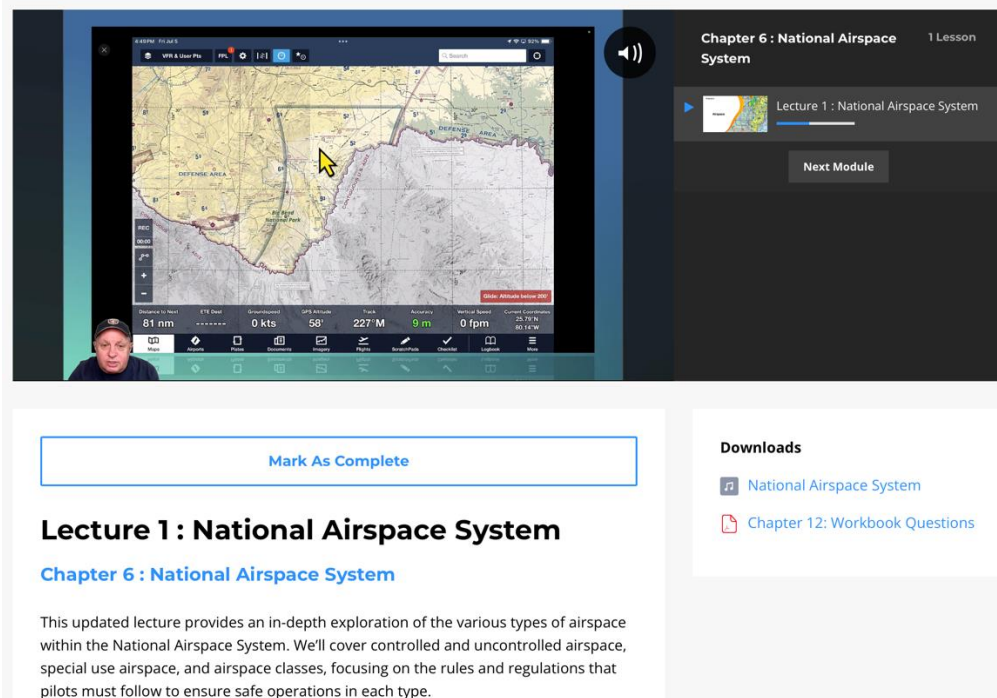
On Campus for 2 to 2.5 weeks

Click Here: [We get the job done](#)

In Conclusion...

## Free Preview of Our Online Course

[Click here to get a Preview of the Online Course](#)



**Chapter 6 : National Airspace System** 1 Lesson

**Lecture 1 : National Airspace System**

[Next Module](#)

[Mark As Complete](#)

**Lecture 1 : National Airspace System**

[Chapter 6 : National Airspace System](#)

This updated lecture provides an in-depth exploration of the various types of airspace within the National Airspace System. We'll cover controlled and uncontrolled airspace, special use airspace, and airspace classes, focusing on the rules and regulations that pilots must follow to ensure safe operations in each type.

**Downloads**

- [National Airspace System](#)
- [Chapter 12: Workbook Questions](#)