

# YOUR FUTURE IN PRIVATE AVIATION

*What to expect from a career in  
business aviation and why now  
is the perfect time to get started.*

04 / 2021

A thought-leadership white paper from AirSprint.



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# MESSAGE FROM JAMES

## A MESSAGE FROM **JAMES ELIAN**, PRESIDENT & CEO, AIRSPRINT PRIVATE AVIATION

As I write this in the spring of 2021, private aviation is on the brink of a multi-year opportunity.

Currently, we have a tale of two stories. On one hand, airlines have become less appealing as people look for safer travel alternatives due to COVID-19. On the other, airlines have contracted, decreasing frequency and cutting routes – essentially driving people to investigate private aviation.

I believe we're looking at several years before airlines return to pre-COVID activity. For private aviation – and for people considering a career as a pilot – that presents a lot of possibilities. Here at AirSprint, the number of Fractional Owners has jumped by 25 per cent since the start of the pandemic. We saw a record first quarter in 2021, enjoying the largest client growth in our 21-year history.

“

*In this business, every day is different. You'll fly to hundreds of unique destinations while being empowered to make decisions along the way.*



James A. Elian | President & CEO of AirSprint

While we are seeing this unprecedented growth, we continue to work with government at all levels to implement policies that will enable Canada to reopen for business in a safe and sustainable way. AirSprint Fractional Owners are leaders in business and innovation, and they will drive Canada's recovery. This fact leads me to believe that private aviation will see a period of record growth once the opportunity to travel returns.

We are currently preparing for this wave, augmenting our internal procedures and processes, implementing new technology to improve efficiency and introducing some exciting new options for Fractional Owners. AirSprint operates the youngest [fractional aircraft fleet](#) in North America and we are adding three [Embraer Praetor 500](#) aircraft this year, to further expand our service area. In addition, we are refurbishing the entire [Cessna Citation CJ2+](#) fleet with new paint and interiors and adding additional [Cessna Citation CJ3+](#) aircraft.

For those who dream of becoming a pilot, opportunities will certainly exist in private aviation. Every time we bring on an aircraft, we hire five pilots – and we plan to hire at least 15 in 2021. Exactly what kind of career can you expect? In this guide we provide information, career case studies and salary ranges to help you learn more about private aviation and AirSprint.

It's true that the sector's big challenges have been job security and scheduling. At AirSprint, we've addressed these issues. Our [Fractional Ownership](#) model covers all fixed costs while our diverse client base ties our services to a wide range of industries, minimizing risk. When it comes to scheduling, we invested \$1 million in 2014 to build our preferential bidding system, an equity-based framework that gives all our pilots more control over what I call "quality" days off. That's important, because our people drive our success, and we want them to choose AirSprint as their career company.

When it comes down to it, AirSprint is a [customer service](#) company that uses airplanes to help our customers succeed.

Aviation is an exciting industry. It's one of those things that gets into your blood - and once it does, it will be there for life. If you have any questions, don't hesitate to reach out to us. This is the perfect time to investigate your future in private aviation!



James Elian



# EXECUTIVE SUMMARY

Prior to the COVID-19 pandemic, the global aviation sector was soaring on an all-time high. According to Dr. Suzanne Kearns, aviation professor and author at the University of Waterloo, "The world was facing a looming shortage of aviation professionals (pilots, cabin crew, and maintenance engineers, among others) as training organizations struggled to meet demand."<sup>1</sup>

Then, in March 2020, the industry changed dramatically. A white paper<sup>2</sup> produced by specialized aviation services provider [ARGUS International](#) reported that U.S. business aviation alone saw an unprecedented 71 per cent decline in activity in April 2020. Commercial airlines were devastated as the virus spread across the world and countries restricted travel. At the time this paper was written in March 2021, many airlines continued to struggle for survival.

For those considering a career as a pilot, the plethora of bad news stories coming from the airline sector has planted seeds of doubt. The high cost of flight training has always given prospective students pause, but even more so now. Should they spend upwards of \$100,000 for a combination program offering a university degree with pilot licences? Should they postpone their training for a few years? Or, should they simply move on to Career Plan B?

If there's one thing industry experts agree upon, it's that aviation is a cyclical business. Throughout history, its highs and lows have been tied to major world events and it has suffered or prospered accordingly.

Global aviation has come through a series of challenges in recent times, wrote Katie Sehl for APEX in June 2020.<sup>3</sup> These include the post-Gulf War recession in the early 1990s, the dot-com bust later that decade, the U.S. terrorist attacks in 2001, the SARS outbreak in 2002-2003, the 2008 global financial crisis and various other viruses (H1N1, avian flu, Ebola, MERS and Zika).

However, none of these challenges compares to the gravity of the COVID-19 crisis. According to the [International Air Transport Association](#) (IATA), the airline industry lost a sobering USD\$118 billion in 2020, with demand down more than 65 per cent over 2019. A full recovery is still years away despite vaccine deployment, said IATA CEO Alexandre de Juniac on March 9, 2021.<sup>4</sup>

Yet, there are bright spots, too. In the same remarks, de Juniac pointed to survey data showing that nearly 75 per cent of respondents want to travel as soon as possible. Pent-up demand is there, and it is beginning to boil over. The world wants to reconnect.

Indeed, while commercial aviation plans its eventual recovery, private aviation is already filling the void. The sector offers a safer travel option with far less contact points for those who are concerned about exposure to COVID-19. *continued >*



**Top Image** | First Embraer Praetor 500 conversion for AirSprint. **Bottom Image** | Routes flown by AirSprint between 2017 and 2020.

1. Dr. Suzanne Kearns, "The Impacts of COVID-19 on Aviators – and How Universities Can Help," LinkedIn, February 17, 2021, <https://www.linkedin.com/pulse/impacts-covid-19-aviators-how-universities-can-help-kearns-phd/?trackingId=s9elcomAR5s5o8dwiSm6gw%3D%3D>

2. ARGUS International, "Business Aviation Rebound: 2021 Predictions," December 2020, <https://www.argus.aero/covid-19-impact-business-aviation-activity/>

3. Katie Sehl, "How the Airline Industry Survived SARS, 9/11, the Global Recession and More," APEX, <https://apex.aero/articles/aftershocks-coronavirus-impact/>

4. "Remarks of Alexandre de Juniac at IATA Media Briefing – 9 March 2021," IATA, <https://www.iata.org/en/pressroom/speeches/2021-03-09-01/>



# EXECUTIVE SUMMARY

[Avia Solutions Group](#), a worldwide aviation and aerospace services provider, reported that, "In comparison to 2019, the global demand for business aviation services was down by just one per cent in 2020, according to WingX's weekly Global Market Tracker. In contrast, regularly scheduled passenger flights were down by 45 per cent over the same period. This statistic further exhibits the resilience of the private aviation sector in light of the COVID-19 pandemic. The sector's impressive recovery and operational figures can be attributed to its less contact-based travel options."<sup>5</sup>

According to a March 11 newsletter produced by business aviation market research firm [JETNET iQ](#), Fractional Ownership aircraft programs in the U.S. saw a 39 per cent increase in year-over-year demand for small- and medium-sized private jet flights in the first two months of 2021.<sup>6</sup> Smaller jets led this wave with a whopping flight cycle increase of 64 per cent. *continued >*

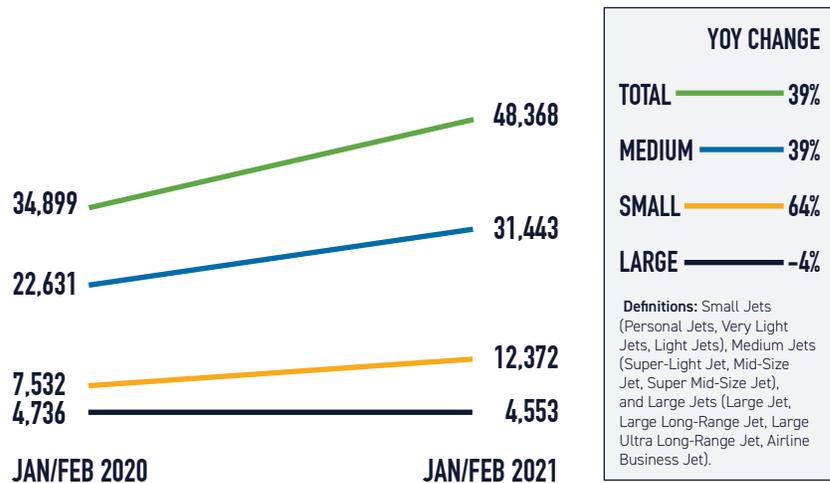


Embraer Legacy 450 | Poised and ready for departure from Valdez, Alaska (PAVD).



Cessna Citation CJ3+ | Afternoon arrival at Palm Springs, California (KPSP).

## U.S. FRACTIONAL BUSINESS JET FLIGHT CYCLES JANUARY / FEBRUARY 2020 VERSUS 2021



Sources | JETNET iQ, "JETNET iQ Pulse," March 11, 2021 - Issue 24, Page 8; U.S. FAA / DOT; and ADS-B network signals.

5. "The Unseen Value of the Business Aviation Sector," Avia Solutions Group, <https://aviasg.com/en/media/our-news/jet-maintenance-solutions/the-unseen-value-of-the-business-aviation-sector>

6. JETNET iQ, "JETNET iQ Pulse," March 11, 2021 - Issue 24, Page 8, <https://www.jetnet.com/uploads/iq-pulse/JETNET%20iQ%20Pulse%20-%20March%2011%202021.pdf>



# EXECUTIVE SUMMARY

Technology is supporting a positive outlook for the sector, too. As the sharing economy grows and broadens, on-demand urban mobility solutions are expected to spill over into private aviation. Indeed, many operators such as AirSprint are already offering Uber-like booking apps for private aircraft. AirSprint's app for Fractional Owners assists with trip bookings, alerts, passenger lists, ground transportation and catering requests, and more – all designed to help clients maximize their time.

*If you are considering a career as a pilot or other aviation professional, the outlook is bright for private aviation. The sector offers stable employment, steady advancement and diverse flying experiences to enhance your career.*



The AirSprint fleet consists of eight Embraer Praetor 500s/Legacy 450s, six Cessna Citations CJ2+ and four Cessna Citations CJ3+ (as of April 2021).

Without doubt, aviation is a cyclical business and the next upswing is already underway – led by private aviation. It's a good time to get on board.



AirSprint Fractional Owner **App Users** can book flights and customize their experience.

5. "The Unseen Value of the Business Aviation Sector," Avia Solutions Group, <https://aviasg.com/en/media/our-news/jet-maintenance-solutions/the-unseen-value-of-the-business-aviation-sector>

6. JETNET iQ, "JETNET iQ Pulse," March 11, 2021 - Issue 24, Page 8, <https://www.jetnet.com/uploads/iq-pulse/JETNET%20iQ%20Pulse%20-%20March%2011%202021.pdf>



# PRIVATE AVIATION

## INTRODUCTION TO PRIVATE AVIATION

What is private aviation? Simply put, there are three types of aviation activity: commercial, military and general.

The commercial category includes all scheduled airline activity and the military category is self-explanatory, of course. The third category, general aviation, includes all other non-airline civilian flight activity. Within this area you'll find a subset called private aviation, which includes personal leisure trips as well as business aviation (essentially, any flight flown for business purposes).



According to a report prepared by the [Canadian Business Aviation Association \(CBAA\)](#), there were an estimated 1,900 business aircraft – including turboprops, jets and helicopters – operating in Canada in 2017, representing roughly five per cent of all Canadian-registered aircraft.<sup>7</sup>

Private aircraft are flown around the world by a variety of operators and organizations, ranging from individual owners and companies to on-demand charter providers and Fractional Ownership models. This last option, pioneered in Canada by AirSprint in 2000, involves purchasing a share in an aircraft and paying a yearly fee, which guarantees access and covers all operational expenses, from flight crew to maintenance.

Compared to flying commercially, business aviation offers a host of benefits. Passengers travel where they want, when they want – enabling successful business people to regain control of their time by maximizing their work schedule and increasing productivity.

The sector has long been touted as an economic enabler. The CBAA's 2017 business aviation economic impact report estimated that, "Each aircraft directly generates 6.1 person years of employment, earning approximately \$460,000 in wages. This contributes \$690,000 in direct GDP and \$1.7 million in direct economic output to the Canadian economy . . . Furthermore, the total GDP contribution of one business aviation aircraft is estimated at \$1.4 million in GDP, while the total economic output is measured at \$2.9 million."<sup>8</sup>

According to the [National Business Aviation Association \(NBAA\)](#) in the U.S., that country's approximately 15,000 registered business aircraft "are often called time machines, because business aircraft users can accomplish more in one day than others can in several days."<sup>9</sup>

For travellers, private aviation offers a number of advantages, including customized scheduling, the ability to fly into smaller airports closer to their ultimate destination, increased privacy and security, and a healthier travel experience through reduced exposure to COVID-19 and other viruses.



**Top Image** | Embraer Legacy 450 taking off from the Edinburgh Airport, Scotland (EGPH) - photo credit: Mike Kell. **Bottom Image** | Source: Economic Impact of Business Aviation Operations and Business Aircraft Manufacturing in Canada, 2017, Canadian Business Aviation Association.

7. "Economic Impact of Business Aviation Operations and Business Aircraft Manufacturing in Canada, 2017," Canadian Business Aviation Association, <https://www.cbaa-acaa.ca/CBAADocs/2017%20Economic%20Impact%20of%20Business%20Aviation%20in%20Canada%20Update%20%20FINAL%20REPORT.pdf>

8. "Economic Impact of Business Aviation Operations and Business Aircraft Manufacturing in Canada, 2017," Canadian Business Aviation Association, <https://www.cbaa-acaa.ca/CBAADocs/2017%20Economic%20Impact%20of%20Business%20Aviation%20in%20Canada%20Update%20%20FINAL%20REPORT.pdf>

9. "Why Should I Consider Using My Aircraft for Business Travel," National Business Aviation Association, <https://nbaa.org/flight-department-administration/policies-utilization/use-airplane-business/why-should-i-consider-using-my-aircraft-for-business-travel/#--text=Business%20aircraft%20are%20often%20called.more%20efficient%20and%20comfortable%20way>.



# PILOT CAREERS

## PILOT CAREERS IN BUSINESS AVIATION

A rewarding and lucrative career as a business aviation pilot begins with selecting the right training program. In Canada, there are several options. Students can select an individual school and pursue the required licences at their own pace. Or, they can join a more structured program, some of which are affiliated with colleges and universities.

Students who complete these programs often graduate with a degree or diploma as well as their commercial pilot licence (which allows them to work as a pilot) and additional ratings that qualify them to fly multi-engine aircraft in specific weather conditions.

Regardless of the program you choose, flight training represents a significant investment of both time and resources. As you explore your options, this is the time to do your homework to find the program that suits you best. You can find helpful information in a guide prepared by the [Air Transport Association of Canada \(ATAC\)](#) for Canadian students looking to become professional pilots.<sup>10</sup>

### ARE YOU FIT FOR THE JOB?

Before you can embark on your career as a pilot, you must pass a Category 1 aviation medical, which is performed by a Transport Canada-approved Civil Aviation Medical Examiner (CAME).

[Click here to review the requirements for Category 1 Medicals](#)  
[Click here to find a CAME near you](#)



**Embraer Legacy 450** | Be it a quick trip from Montréal, Québec (YUL) to Toronto, Ontario (YYZ) or a mission with multiple legs - our pilots are always ready to go.

### WHAT'S IN IT FOR YOU? >

Salaries for business aviation pilots are dependant on experience level, equipment flown and other employer-specific factors.

In their first year on the job at AirSprint, for example, First Officers earn between \$55,000 and \$84,375. Captains are paid between \$90,000 and \$168,750. All pilots receive a yearly increase on the anniversary of their date of hire, based on job performance and total time employed.

In addition, the company offers health and dental benefits, an RRSP matching plan, paid vacation and per diems for every hour spent away from home base. As well, AirSprint covers the cost of a personal iPad which pilots use as an electronic flight bag.

As an added perk, staff members may bring their family and friends on repositioning flights, under most conditions, at no charge.

<sup>10</sup>. "Learn to Fly: Information for Canadian Students," Air Transport Association of Canada, <https://www.atac.ca/web/images/Documents/Learn%20to%20Fly%20-%20Domestic%20-%20202016.pdf>



# PILOT CAREERS

## WHAT MIGHT YOUR BUSINESS AVIATION CAREER LOOK LIKE?

While everyone's pilot career develops differently, it's also true that hard work and dedication are the foundations of success in the aviation industry. Here, three pilots share real life stories about how their careers took shape.

### Meet David Brickell

Training Captain E550,  
Embraer Praetor 500/Legacy 450

**AirSprint Private Aviation**

**Total Hours: 10,200**

**Age: 47**



David Brickell | AirSprint Training Captain, Embraer Praetor 500/Legacy 450



Embraer Praetor 500 | In the clouds, over Kananaskis.

David Brickell went to university for architecture, but his head was always in the clouds.

"I had the pilot thing in the back of my mind, but I didn't know of any practical way to do it. There are significant costs associated with pilot training and that seemed like a barrier."

With no family or friends in the aviation industry, David was lucky that his university counselling centre referred him to [Seneca College](#) and Sault College, two Ontario post-secondary institutions offering subsidized professional pilot programs.

"I applied to both and transferred to Seneca," he said. "The nice part about Seneca is all you paid was the tuition cost and the flying was subsidized. It certainly opened up the path for me, because of the financial restrictions."

During his three-year program, David dropped in repeatedly at a flying school near his parents' home in Peterborough, Ont.

"I'd just go in and visit," he recalled. "When I finished school, an opportunity happened to come up. I did all of my instructor rating there and that was basically my interview process. I instructed for about a year and a half. Then, I heard about another job at the airport flying a piston twin-engine Piper Navajo. With aviation, you need some luck to be in the right place at the right time."

After the Navajo, David went north to Wasaya Airways in Thunder Bay. Once again, his luck held as a friend told him about an opening, a captain's position on a Pilatus PC-12 single-engine turboprop. He spent a year flying for Wasaya, providing service to isolated northern communities.

Around that time, AirSprint was launching its Fractional Ownership program in 2000. The company opened a base at the Region of Waterloo International Airport, much closer to home for David.

"I kept my eye on them. I built my time on the PC-12 and then I applied. I was hired in June 2002 as a PC-12 captain, before moving onto the Citation Excel and then the Embraer Legacy 450."

David didn't know much about business aviation at the time, and he didn't have a set career path in mind. [continued >](#)



# PILOT CAREERS

"This job really interested me because of the right aircraft and location," he said. "When I flew the Navajo, I had experience flying the owner around. I realized I preferred that to the northern Ontario airline-type flying. I preferred the connection with the client."

Nineteen years later, he's still at AirSprint, enjoying the more personal connections afforded by business aviation. "There are a few things in business aviation you won't get anywhere else. You get to know the people and then there's also a variety to the flying that can't be matched."

David has flown into 450 different airports during his AirSprint career, including mountainous Telluride Regional Airport in Colorado, at an elevation of more than 9,000 feet.

As far as his salary and schedule, both have improved over time.

"The money and time off does improve as you go through. At the beginning, for the first few years, you'll work a lot and not make a whole lot," said David. "But it's worth it. You need to have a bit of a passion for flying and recognize the joy you get from being in the air and flying. This is kind of amazing what we're doing right now! It makes the sacrifices worth it."

AirSprint offers a more structured bidding process and with multiple owners for each aircraft, he said his livelihood is not tied to one owner's fortunes, as it is with some business aviation jobs.

***"Job security is remarkable at AirSprint. I've been through the slowdown of the late 2000s, and now COVID. Job security is not on my mind, and that is exclusive to this company."***

## DAVID'S CAREER ADVICE:

- Private aviation pilots are on the front lines with the customer and therefore they must be committed to delivering top notch service.
- If you don't know anyone in the industry, make your own connections. "Find a place where you know pilots will be sitting around, like a flight school. Pilots love to talk about flying."
- Connections are critical to career progression. Never underestimate the power of networking and try not to burn any bridges.
- Identify the company you want to work for and pursue them. Aviation is a small community. Find someone you know who knows someone and then you can start making connections. He added: "If you could call the chief pilot at AirSprint, they will answer the phone and talk with you."
- It's rare that the grass is actually greener somewhere else. Contemplate each career move carefully to avoid lateral changes that won't make you any happier.



010

Your Future in Private Aviation

# PILOT CAREERS

*"I like corporate flying. You're going everywhere and you aren't on a schedule. AirSprint is a fractional company, so there is a lot more flying to different destinations, which is appealing. The aircraft are smaller, so you can have a rapport with the passengers. And, we go to really cool places like Barbados and Bermuda."*

## Meet Karen Smiley

First Officer E550,  
Embraer Legacy 450

**AirSprint Private Aviation**

**Total Hours: 2,000+**

**Age: 38**



Karen Smiley | AirSprint First Officer, Embraer Legacy 450



Embraer Legacy 450 | Ready for boarding, Las Vegas, Nevada (KLAS).

Karen Smiley didn't do a lot of travelling when she was a kid, but seeing the world has always been on her "someday" list. She thought about being a flight attendant, but then realized it would be exciting to sit up front as the pilot.

"I knew this for a long time, but it was really difficult because it seemed unattainable financially," she recalled. "No one in my family was in aviation."

In her early 20s, she worked hard at building a sales career that allowed her to save up enough money to consider pilot training. However, she realized she had more research to do.

"I started working in aircraft fuelling and began to talk to pilots about how they did it, how they got the money for training. Then, I went to one of the schools. I kept going out there and I spoke to an instructor. He said there were some grants available, and I applied and got some of them. That helped out."

Finally, she signed up for helicopter pilot training in Springbank, Alta. When she finished her licences in 2008, the job market was soft and it seemed that any opportunities she heard of were for fixed-wing pilots.

"I ended up working at the Esso at Springbank; then I decided to go back to school for my aircraft maintenance engineer (AME) licence and then started working as an AME."

Not content to stay still, she next pursued her fixed-wing conversion and, while doing so, heard about a corporate pilot job flying a Cessna 340 piston twin.

"That job came from all the years of meeting people and networking," said Karen. "I was there for about three years, doing a lot of the trips that I do nowadays."

She knew of AirSprint and "kept popping in there to stay in touch."

When an opening came up, they asked her if she'd be interested in a Toronto-based position. She moved east immediately.

Karen was hired as a first officer on the Cessna Citation CJ2+. After a year and a half, she moved to the Citation CJ3+, and then to the right seat of the Embraer Legacy 450, where she's been for the remainder of her four years with AirSprint. [continued >](#)



# PILOT CAREERS

Currently, Karen gets 10 guaranteed days off every month. There are some scheduled flying days and other times when she is on reserve, and must be prepared to get to the airport within 90 minutes of a call. It's necessary to plan ahead on those days – “the bag is pre-packed and ready to go.”

She often works holidays, actually preferring to do so since she doesn't have kids and those shifts pay more. For the first year or two, however, she said most people should be prepared to work holidays.

*Karen's path to the cockpit was different from many, in that she started as a helicopter pilot and then became an AME. But she has no regrets.*

“I think all knowledge counts,” she said. “I don't think anything was wasted. I use all of it in little ways.”

She had some additional advice for those who are preparing for their first pilot interview. “If you know a pilot, ask them for interview pointers, and prep your questions using online sources. It's about the little things, too, and how you stand out. People can forget you easily. Once, I bought cupcakes and put a little plane on them, and sent them to the company with a thank you card. I got the job.”

## KAREN'S CAREER ADVICE:

- Corporate flying is really about customer service. You're not just up front, you have a lot of face-to-face interaction with the passengers.
- “I've seen ups and downs in the industry,” she said. “No matter where it is, it will swing around again. If you can get your foot in the door, do anything in aviation while you wait. Fuel planes, clean them, just get in there and ask questions. A positive attitude and a good work ethic are key.”
- Although she was never an Air Cadet, Karen recommends the program to young people, and encourages them to train somewhere that offers a degree or a diploma in addition to pilot licences and ratings.
- Find a mentor if you can. Karen has two: her husband, who is an AME, and the employer who gave her that first job on the Cessna 340.
- If you want it bad enough, it will happen. “I wasn't going to give up, so no matter what I had to do, I was going to keep doing it.”



# PILOT CAREERS

*"In business aviation, we're constantly going to new places, always doing something new. I've flown into more than 200 airports while working for AirSprint. I have an affinity for mountain airports, so I like flying into British Columbia and Colorado."*

## Meet Eric Dagg

First Officer E550,  
Embraer Legacy 450  
AirSprint Private Aviation  
Total Hours: 2,500+  
Age: 32



Eric Dagg | AirSprint First Officer, Embraer Legacy 450



Embraer Legacy 450 | Sunrise, view from the cockpit.

Eric Dagg finished his private pilot licence part-time while he was enrolled in university. He'd always been interested in flying, and began to think seriously of making a career out of it. After university, he took the advice of a family friend and retired airline pilot who recommended that he enroll in the two-year professional pilot program at Selkirk College in Castlegar, B.C. The program – since cancelled – required students to have their private pilot's licence.

"It was an experience, an adventure, to move out west and fly in the mountains," said Eric, who grew up in Waterloo, Ont.

At the time, Selkirk College had a partnership with AirSprint. The operator would take one student from each year's graduating class and give them a job working in the hangar and on the ramp. When he finished the program in May 2014, Eric was chosen.

"It's common knowledge all over this industry that the starting job is to work in the hangar or the ramp," he reflected. "Companies are looking for people who do whatever they can to get the job done. I worked in the hangar in Calgary for 13 months – that year was basically my job interview. I think the willingness to work and the willingness to do well and not be lazy got me a chance to fly."

Between working the ramp and joining AirSprint as a pilot, Eric flew briefly for a regional airline, but quickly found it wasn't for him. He likes the day-to-day excitement of going to different destinations.

Another aspect of the job that he likes is the opportunity to solve problems and think on the fly. "We deal with catering and ground transportation issues, rental cars for our passengers, etc. You have to be able to think without guidance; make decisions and communicate them, solve problems without asking the boss."

As a parent of young children, Eric also appreciates a schedule with guaranteed days off. Pilots at AirSprint work in 28-day blocks. In his case, he is either flying or on call for 16 days – pre-pandemic, he would generally be away from home for about 14 of those 16 days.

"It's definitely challenging when you have young kids," he said. "We're lucky to live in a time where technology let us stay in touch easily. I can't imagine doing the same thing 30 or 40 years ago. Of course, a strong partner helps a lot, to hold the fort down while you're away." [continued >](#)



# PILOT CAREERS

As for getting his career off the ground, Eric knows he was lucky to have a family friend in the industry. For those who don't have a contact, he recommends social media groups or just hanging around the flying club, where there is "always someone willing to help you out."

*"Be open-minded and willing to take whatever opportunities come your way, especially in the beginning. You never know where they will lead."*

## ERIC'S CAREER ADVICE:

- Business aviation isn't for everybody. "Over time, you figure out that the people who do like it have certain qualities," he said. "You really need a good work ethic and must be prepared to do whatever it takes."
- While you're busy doing what it takes, focus on building your network. Interact with pilots and make contacts wherever you can.
- Take safety very seriously and be disciplined in your approach to safe operations, no matter what job you're doing.
- To be a good business aviation pilot, you have to be an effective communicator.

## HELPING AVIATION STUDENTS TAKE FLIGHT >

AirSprint is proud to support Mount Royal University's two-year [Aviation Diploma Program](#) since 2016. Each year, we present the AirSprint Award to a top-performing graduate in recognition of their achievement. In addition, that student is offered an entry-level administrative job in our flight department, which will progress into a line flying position.

We are proud to be affiliated with MRU and have enjoyed tremendous success with this program. In fact, many of AirSprint's current pilots are MRU graduates – including our Director of Flight Operations and MRU Award Spokesperson, Adam Fallwell.

"Community" is one of AirSprint's core values, and we are excited to give back to the next generation of professional pilots through the MRU AirSprint Award!

Visit [www.mtroyal.ca](http://www.mtroyal.ca)



# PILOT CAREERS

## ASK A DIRECTOR OF FLIGHT OPERATIONS

AirSprint's Director of Flight Operations, Adam Fallwell, shares some insights into business aviation interviews, hiring and work/life balance.

### Meet Adam Fallwell

Director, Flight Operations

Captain E550,

Embraer Praetor 500/Legacy 450

**AirSprint Private Aviation**

**Total Hours:** 5,000

**Age:** 38



**Adam Fallwell** | AirSprint Director, Flight Operations & Captain, Embraer Praetor 500/Legacy 450

**Q: How should candidates prepare for a business aviation interview? What should they expect?**

**A:** When preparing for a business aviation interview, a candidate should ensure they have a full understanding of the company's background, operations and clientele. Be prepared to answer questions specific to customer service and ensuring client care, along with the usual Crew Resource Management and flight operations questions. At AirSprint, we have our pilot career guide which details our core values (Safety, Service, People, Integrity, Humility, Community). I expect our candidates to know these values and to speak about which ones are most important to them and why. Again, we are trying to establish the person's attitude, personality, experience and work ethic in order to determine whether they fit the AirSprint culture.

**Q: What are the essential qualities you look for when hiring pilots?**

**A:** AirSprint has always been a customer service company. When we are hiring, some of the most important qualities are a good customer service background, enthusiasm and the dedication to go above and beyond for the satisfaction of our Fractional Owners. Obviously, we require all pilot candidates to meet our minimum levels of flight experience and flight hours, but that is only a small part of the picture. A pleasant outgoing personality, a love for aviation and piloting, and an overall friendly professional attitude are all important requirements.

**Q: What is AirSprint's position on work/life balance?**

**A:** AirSprint is fairly unique in the Canadian private aviation market because we provide an airline-like schedule within a corporate flying world. Pilots use our fair-share preferential bidding software to bid on their days off within any given 28-day period. We have several schedule combinations available within that time frame and we make sure our pilots always get home for their days off, while adhering to all flight and duty regulations. Our goal is for pilots to work less than half the year – and the typical schedule will ensure this is true. A good work/life balance is important, especially when pilots are away from home so often. Our schedule allows for lots of time with family and friends.



# CONCLUSION

## CONCLUSION

Just as it has for many sectors, the pandemic has forced the aviation industry to innovate. It's become necessary to consider new paths, adopt disruptive technologies and make the best of a challenging situation while we anticipate a more positive future outlook.

The rays of that brighter tomorrow will illuminate the business aviation sector well before they fall on the commercial airline industry.



According to CAE's 2020-2029 Pilot Demand Outlook,<sup>11</sup> business aviation activity could recover by as early as mid-2021 in the U.S., although progress may be slower in other markets.

CAE's report predicts the world will need 41,000 new business aviation pilots over the next decade to offset coming retirements, attrition and migration to the airline sector. In addition, the projected addition of 3,600 new business jets to the global fleet will necessitate the hiring of a further 4,000 pilots in the same period. All together, the world will need 45,000 business jet pilots to meet demand in the coming decade.

Between the recovery of business aviation and the return of commercial airline travel there exists a period of unprecedented opportunity. As people look to travel more while reducing their risk of exposure to the virus, they are naturally drawn to private aviation. This attraction is illustrated by AirSprint's 25 per cent increase in Fractional Owners since the eruption of COVID-19 in March 2020 – the biggest growth spurt in the company's 21-year history.

For those considering a career in private aviation, there has never been a better time to join the industry. This type of flying offers several benefits over the airlines: challenging missions to a variety of exotic destinations, the opportunity to fly cutting edge business aircraft, personalized interaction with clients and more autonomy to make decisions impacting each flight. AirSprint offers other important benefits, including a more balanced work schedule, opportunities for rapid advancement, greater job security and other associated perks.

To learn more about business aviation in Canada, visit the [Canadian Business Aviation Association](#) or contact [AirSprint](#) to discover your future in private aviation.

It's a good time to get on board!



**Top Image** | AirSprint Fractional Owner boarding his jet in Scottsdale, Arizona (KSDL). **Bottom Image** | AirSprint Embraer Legacy 450, high in the clouds over New York - photo credit: Karen Smiley.

11. CAE, "2020-2029 CAE Pilot Demand Outlook," November 2020, <https://www.cae.com/cae-pilot-demand-outlook-2020/index.html>



# VALUES

## LIVING OUR VALUES

### Safety >

Safety is our first priority; nothing is more important.

### People >

We foster relationships with all stakeholders through respect and fairness.

### Service >

We deliver exceptional customer service through a passionate pursuit of excellence in everything we do.

### Integrity >

Our actions are guided by integrity, as the long-term rewards are incalculable.

### Humility >

We are our own toughest critic and strive to improve in everything we do.

### Community >

We will be a good corporate citizen and give back to the communities in which we work and live.

## Questions about careers in private aviation?

WE'RE HERE TO HELP:

**AirSprint Private Aviation**

AirSprint.com

[Careers@AirSprint.com](mailto:Careers@AirSprint.com)

1.877.588.2344

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