



10TH ANNUAL INTERNATIONAL

# FLIGHT SCHOOL OPERATORS CONFERENCE

FEBRUARY 13-15, 2019 / ORLANDO

## Wednesday, February 13\*

10:00 Registration open – until 5:00  
Exhibitor set-up – finish by 5:00

6:00 OPENING RECEPTION, DINNER, ENTERTAINMENT

## Thursday, February 14

7:00 Registration open – until 6:00

8:00 Opening ceremony

8:30 GENERAL SESSION I – Federal Agencies Update

10:00 Break with exhibitors/networking time

10:45 CONCURRENT SESSION A:

1 – Airline Programs Update

2 – Ready to Start a Flying Club within Your School?

3 – Developing Flight School and Airport Advocacy

12:00 Luncheon and speaker

1:45 CONCURRENT SESSION B:

1 – Ask a Lawyer, What's on Your Mind?

2 – Sales, Marketing and Customer Service

3 – FSANA Aero Programs and Accreditation

3:00 Break with exhibitors/networking time

3:45 FLIGHT SCHOOL WORKSHOPS

6:00 Adjournment for the day

## Friday, February 15

7:00 Registration open – until 5:00

7:45 FSANA annual membership meeting

8:30 CONCURRENT SESSION C:

1 – Congratulations, You Are Our New Chief Instructor

2 – Developing Your Unique Culture for Retention, Millenials and Profit

3 – It's Ramp Check and Records Inspection Time

10:00 Break with exhibitors/networking time

10:45 GENERAL SESSION II – Let's Talk Aircraft Maintenance

12:00 Luncheon and speaker

1:45 GENERAL SESSION III – The Future of Flight Training

3:00 Break with exhibitors/networking time

3:30 CONCURRENT SESSION D:

1 – Simulation Is Your Friend and Revenue Generator

2 – Steps to Limiting Your Liability

3 – Part 141 Certification Process and Pitfalls

5:00 Conference adjournment

\*tentative schedule