



17TH ANNUAL INTERNATIONAL
**FLIGHT SCHOOL OPERATORS
CONFERENCE & TRADE SHOW
2026**

WED-FRI
FEBRUARY 25-27, 2026
CORONADO CA
[SAN DIEGO]

**CO-
EVENT**

Attend one
event or
both



**IAAC FLIGHT SCHOOL
ACCREDITATION WORKSHOP**
TUESDAY, FEBRUARY 24, 2026



17TH ANNUAL INTERNATIONAL FLIGHT SCHOOL OPERATORS CONFERENCE & TRADE SHOW

THE LEADING EVENT FOR EVERY FLIGHT SCHOOL

Join peers, friends, and exhibitors at Loews Coronado Bay Resort, a stone's throw from San Diego, for FSANA's 17th 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

FSANA continues to freshen its conference program to ensure you receive the best, most up-to-date information and training available. There are 7 more education track sessions over last year—19 all together. Attend a mix of sessions from the following track themes:

- Safety
- Vendor Showcase
- Business of Flight Training
- CFI/Student Focus

That's not to mention 3 general sessions and our popular conference workshops!

AN UNMATCHED TRADE SHOW

With 60 exhibitors last year, this event has become the One-Stop Supply Chain trade show for the flight training community. The exhibit hall opens 5:30 pm Wednesday and remains open throughout the event, except during lunch Thursday and Friday.

Take advantage of the coffee breaks between tracks to grab a brew and make the rounds.

Fee schedules page 14 and registration form on page 15.

“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 FTO, **CAE**

2026 PROGRAM

DAY ONE – WEDNESDAY, FEBRUARY 25

8:00 AM Registration Opens

Committee Meetings

8:00 AM Wellness

9:00 AM Airman Practical Testing

10:00 AM Safety

11:00 AM Training Aircraft

1:00 PM Legislative Affairs

2:30 PM Opening Ceremony

3:00 PM General Session I: **Federal Agency Update**

4:00 – 5:00 PM Round Table Workshops

Group 1: Schools with 10 or less aircraft

Group 2: Schools with 11-20 aircraft

Group 3: Schools with 20 or more aircraft

5:30 PM Reception and dinner

Fee schedules page 14 and registration form on page 15.

DAY TWO – THURSDAY, FEBRUARY 26

8:00 AM Registration Opens

	TRACK 1: SAFETY	TRACK 2: VENDOR SHOWCASE	TRACK 3: BUSINESS OF FLIGHT TRAINING	TRACK 4: CFI/STUDENT FOCUS
8:30 – 10:00 AM	Safety Debrief*	Flight Sims	VA/SEVPS	Student Success
10:45 AM – 12:00 PM	Safety Debrief*	Flight Software	Accreditation	CFI Jobs
12:00 PM	Lunch			
1:30 – 2:30 PM	Standardization	MOSAIC – LSA	Flight Ops	Modern Teaching
3:15 – 4:15 PM	Mental Health	Student Financing	Capturing the Next Gen	Meeting Gen Z
4:30 – 6:00 PM	Round Table	Round Table	Round Table	Round Table

*Safety Debrief is a closed-door session intended only for representatives of flight schools.
Pre-registration is required.

DAY THREE – FRIDAY, FEBRUARY 27

8:30 AM – FSANA Annual Membership Meeting

9:00 AM – General Session II: **141 Modernization**

	TRACK 1: SAFETY	TRACK 2: VENDOR SHOWCASE	TRACK 3: BUSINESS OF FLIGHT TRAINING	TRACK 4: CFI/STUDENT FOCUS
10:45 – 11:45 AM	Legal	Traditional Aircraft Manufacturers	Maintenance	Marketing

12:00 PM Lunch with speaker

2:00 PM General Session III: **Ask the SMEs: Your Questions Answered Live**

3:00 PM Conference Closing

Fee schedules page 14 and registration form on page 15.

EDUCATION TRACKS

TRACK 1: SAFETY

Safety Debrief*

Explore recent safety trends, incident case studies, and best practices for cultivating a proactive safety culture in your flight school. This closed session provides actionable insights to help instructors and managers strengthen protocols and reduce risk across all training operations. Any and all information can be shared without fear of reprisal.

*Safety Debrief is a closed-door session intended only for representatives of flight schools. Pre-registration is required.

Standardization: Building Consistency Across Your Training Programs

Consistency isn't just a buzzword—it's the backbone of safe, efficient, and high-performing flight training. This session dives into actionable strategies for aligning your school's procedures, documentation, coaching, and instructional methods to create a seamless experience for students and staff alike.

Mental Health in Flight Training: Supporting Students and Staff

Mental wellness is mission-critical in aviation, yet often overlooked in training environments. This session explores how flight schools can foster a culture of psychological safety, recognize early signs of burnout or distress, and implement support systems that benefit both students and instructors. Additionally, discuss the importance of incorporating human factors into the program.

Navigating Legal Challenges: What Every Flight School Needs to Know

From liability concerns to FAA compliance, legal issues can ground your business before it takes off. This session breaks down the

most common legal pitfalls flight schools face and offers practical guidance to protect your operations, your team, and your students.

TRACK 2: VENDOR SHOWCASE

Maximizing Flight Simulators: Training Smarter, Not Just Cheaper

Flight simulators are more than cost-saving tools—they're powerful platforms for immersive, effective learning. This session explores how to integrate sims into your curriculum to boost proficiency and scalability, while also giving you a chance to connect with leading vendors and compare the latest technologies shaping the future of simulation-based training.

Cleared for Code: Flight Software That Works

Get hands-on with the tools that keep flight training running smoothly. This session explores flight software platforms used for scheduling, student progress tracking, and operational efficiency—plus tips for choosing the right system for your school or program.

FAA MOSAIC and LSA: Expanding Possibilities for Flight Schools

The FAA's new MOSAIC rule is reshaping what's possible in flight training—broadening aircraft options, reducing costs, and unlocking new privileges for sport pilots. This session breaks down what the changes mean for your school and introduces top Light Sport Aircraft vendors, giving you a firsthand look at the latest models and technologies ready to elevate your training programs.

Student Financing: Breaking Barriers to Enrollment

Cost shouldn't be the reason a future pilot stays grounded. This session explores financing solutions—from federal aid and private loans to vendor-backed programs—

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that flight schools can offer to make training more accessible, boost enrollment, and support students through every stage of their journey.

Traditional Aircraft Manufacturers: Building Your Fleet with Proven Platforms

Legacy manufacturers continue to set the standard in flight training. This session introduces top training aircraft and vendors, comparing performance, cost-efficiency, and avionics to help you build a fleet that meets today's demands and tomorrow's expectations.

TRACK 3: BUSINESS OF FLIGHT TRAINING

VA and SEVPS: Expanding Access for Veterans and International Students

Flight training is a global and veteran-rich pursuit—this session breaks down how your school can tap into VA education benefits like the GI Bill and navigate SEVPS certification to enroll international students under F and M visas. Learn how to open your door wider while staying compliant and competitive.

Stamped for Success: Navigating Accreditation

What does it take to earn and maintain accreditation in aviation education? Learn the ins and outs of accreditation standards, processes, and benefits—and how they impact curriculum quality, student outcomes, and institutional credibility.

Flight Operations: Streamlining the Heart of Your School

From dispatch to scheduling to safety protocols, efficient flight operations are what keep your school running smoothly. This session offers practical insights into optimizing daily workflows, managing resources, and leveraging technology to ensure your training environment is safe, scalable, and student-focused.

Capturing the Next Generation: Inspiring Tomorrow's Aviators Today

Gen Z and Alpha aren't just digital natives—they're the future of aviation. This session explores how flight schools can connect with younger audiences through modern marketing, tech-forward training environments, and inclusive outreach strategies that spark passion and build lasting pipelines of talent. Plus, discover how FSANA's Aero Camp can serve as a powerful outreach tool to engage younger students and build pathways into your programs.

Maintenance Matters: Keeping Your Fleet Safe, Efficient, and Airworthy

Maintenance isn't just a regulatory requirement—it's a cornerstone of operational excellence. This session covers best practices for managing aircraft upkeep, working with trusted vendors, and building maintenance programs that minimize downtime, control costs, and ensure safety across your fleet.

TRACK 4: CFI AND STUDENT FOCUS

Student Success: Turning Enrollments into Achievements

Getting students in the door is just the beginning—this session focuses on how to support them through every phase of training. Discover strategies to improve retention, boost pass rates, and foster a culture of accountability and encouragement. From onboarding to checkride prep, learn how to turn potential into performance and build a reputation for producing confident, capable pilots.

CFI Career Climb: from Right Seat to Runway

With a steady decline of airline hiring and reduced international student training in the U.S., landing that first instructor gig is tougher than ever. This session breaks down the realities of the CFI job market, including

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competitive hiring and challenging student loan repayment. Learn how instructors and flight schools can help students build standout skills, think ahead, and navigate a saturated field with confidence and strategy.

Modern Teaching: Reinventing Ground School for Today's Learners

Ground school doesn't have to be grounded in outdated methods. This session explores innovative teaching techniques, digital tools, and curriculum design strategies that resonate with today's tech-savvy students. Learn how to make ground instruction more interactive, personalized, and effective—whether you're teaching in-person, online, or in hybrid formats.

Meeting Gen Z: Connecting with the Next Generation of Pilots

Gen Z is changing the flight training landscape with new expectations, learning styles, and motivations. This session dives into what makes this generation tick—from tech integration and flexible scheduling to values-driven marketing—and how your school can adapt to attract, engage, and retain tomorrow's aviators.

Marketing That Works: Growing Your Flight School in a Competitive Market

In a crowded training landscape, smart marketing can set your school apart. This session covers branding, digital outreach, and community engagement strategies

tailored to aviation education. Learn how to attract the right students, build lasting visibility, and turn your school's strengths into a compelling story that sells.

GENERAL SESSIONS

Federal Agency Update: Insights from the FAA, NTSB, and More

Stay ahead of the regulatory curve with direct updates from the agencies shaping aviation's future. This panel brings together representatives from the FAA, NTSB, and other key federal bodies to discuss current initiatives and upcoming changes, and how they impact flight training operations. A rare opportunity to hear from—and speak to—the decision-makers guiding our industry.

Rewriting the Rules: FAA's Flight School Modernization Mission

Big changes are taxiing into view. Join this session to get the inside scoop on how the FAA is revamping Part 141—streamlining flight school ops, embracing tech, and setting the stage for the next generation of pilots.

Ask the SMEs: Your Questions Answered Live

This interactive session brings SMEs to the stage to respond directly to questions submitted by attendees during the conference. From industry trends to operational challenges, get candid insights and expert perspectives from leaders who are shaping the future of flight training.

“We attended our first FSANA conference in 2012 and keep coming back”

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

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LOEWS CORONADO BAY RESORT

4000 Coronado Bay Road
Coronado, CA 92118
Phone (non-reservation) 619-424-4000
www.loewshotels.com/coronado-bay-resort

FSANA is excited to host its Conference & Trade Show at Loews Coronado Bay Resort. Perched on a 15-acre peninsula surrounded by the Pacific Ocean and Coronado Bay, Loews is a waterfront oasis located within minutes of downtown San Diego and just 12 miles from San Diego International Airport [SAN].

From Loews Resort you can explore the best San Diego has to offer such as San Diego Air & Space Museum, Coronado Ferry Landing, Balboa Park, Old Town San Diego, SeaWorld, San Diego Zoo/Safari Park, and Living Coast Discovery Center. People converge here from all over the world for the beaches, nightlife, culture, Spanish-influenced architecture, and authentic Cal-Mex cuisine.

- Wide-ranging accessibility features
- Complimentary Wi-Fi in public spaces and every guestroom
- 4 distinct restaurant options & coffee shop
- Three heated pools including an adults-only pool and hot tub
- 24-hour business center

- 24-hour state-of-the-art fitness center
- Short walk to beautiful white-sand beach

ROOM RESERVATIONS

Book by Monday, January 26, 2026, for a special rate of \$279 single/double plus fees and taxes. After that date, rates may be higher and/or rooms may be unavailable.

- Nightly Resort Charge waved for registered FSANA guests only

Book online: <https://www.loewshotels.com/coronado-bay-resort/group-2026-international-flight-school-operators-conference>

Or book by phone: **1-800-815-6397**

Group name: **International Flight School**
Group code: **FSA226**

HOTEL PARKING

Self parking and valet parking available.

TRANSPORTATION FROM AIRPORT TO HOTEL

San Diego International Airport [SAN] is just a 12-mile drive from the hotel. Taxi, Uber, and rental car services available.

Fee schedules page 14 and registration form on page 15.



CO-
EVENT

Separate
registration
fee

INTERNATIONAL
AEROSPACE
ACCREDITING
COMMISSION



IAAC FLIGHT SCHOOL ACCREDITATION WORKSHOP

TUESDAY, FEBRUARY 24, 2026
(PRIOR TO START OF FSANA CONFERENCE & TRADE SHOW)
LOEWS CORONADO BAY RESORT

Is your school looking to become accredited? After attending this workshop, you will 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 FSANA Conference. A separate registration fee is required.

Fee schedules page 14 and registration form on page 15.

ACCREDITATION WORKSHOP PROGRAM

2026

TUESDAY, FEBRUARY 24

- 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!
- 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
- 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**
To get the best value from this session, attendees should bring their school catalog and enrollment contracts.
–Group discussions on catalogs, enrollment contracts, and key forms
–Review of key points commonly requiring corrections
–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
- 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

Program and times may be subject to change.

Fee schedules page 14 and registration form on page 15.



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 than 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 14 and registration form on page 15.

SUPPORTING PARTNERS

A special thank you to our annual supporting partners throughout the years. Their commitment has helped make this annual conference & trade show a success.

Below we are pleased to recognize FSANA's up-to-the-moment top tier supporting partners.

VISIONARY PARTNERS



DEVELOPER PARTNERS



Fee schedules page 14 and registration form on page 15.

CONFERENCE SOLICITATION POLICY

FSANA 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 FSANA 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@fsana.

Attendees are required to wear their name badge during the event.

SERVING THE FLIGHT TRAINING INDUSTRY

Established in 2009, 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. Its membership 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 FSANA helps both new and existing flight schools grow their business. New members welcome; join at fsana.com.

CONTACT US

610-791-4359 / info@fsana.com



fsana.com

Fee schedules page 14 and registration form on page 15.

FEE SCHEDULE – CONFERENCE & TRADE SHOW

	Early Bird by Dec 19, 2025	Special Dec 20-Jan 31, 2026	Regular Feb 1-24	On-site Feb 25-27
General	\$795.	\$895.	\$995.	\$1,045.
FSANA Member	\$695.	\$795.	\$895.	\$995.
Government	\$695.	\$795.	\$895.	\$995.
Student	\$50.	\$75.	\$100.	\$125.

ADDITIONAL ATTENDEES:

General	\$725. pp	\$825. pp	\$925. pp	\$1,025. pp
FSANA Member*	\$625. pp	\$725. pp	\$825. pp	\$925. pp

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

REGISTRATION INCLUDES

- ✓ Professional sessions and workshops. [Tuesday's Accreditation Workshop requires separate fee.]
- ✓ Exhibition hall admission
- ✓ Wednesday reception and dinner
- ✓ Wednesday and Thursday luncheons
- ✓ Coffee breaks with exhibitors

LIMITED STUDENT/YOUTH PASS

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

- ✓ Professional sessions and workshops
- ✓ Exhibition hall admission
- ✓ Thursday luncheon
- ✓ Coffee breaks with exhibitors

CANCELLATION POLICY

Cancel by Feb 1, 2026 Full refund.
 Cancel Feb 2-13 Receive registration fee less \$300.
 Cancel after Feb 13 No refund.

FEE SCHEDULE – IAAC ACCREDITATION WORKSHOP

	Early Bird by Dec 19, 2025	Special Dec 20-Jan 31, 2026	Regular Feb 1-23	On-site* Feb 24
1st Attendee	\$750.	\$795.	\$850.	\$900.
Additional Attendees	\$650. pp	\$695. pp	\$750. pp	\$900. pp

*On-site registration limited to available space.

REGISTRATION INCLUDES

- ✓ Entry to Tuesday sessions
- ✓ Tuesday luncheon

CANCELLATION POLICY

Cancel by Feb 1, 2026 Full refund.
 Cancel Feb 2-13 Receive registration fee less \$250.
 Cancel after Feb 13 No refund.

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 am a flight school representative and plan to attend Day 2's Safety Debrief closed-door session.
☐ 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: ☐ Thu ☐ Fri ☐ Both

STEP 2: CALCULATE YOUR PAYMENT

Conference Registration [from Fee Schedule] \$ _____

Check one: ☐ General ☐ Government
☐ FSANA member ☐ Student

_____ Additional Attendees X amount from Fee Schedule \$ _____

_____ Guest Fee to attend Wednesday dinner: \$100 pp \$ _____

IAAC Accreditation Workshop Registration

1st Attendee, amount from Fee Schedule \$ _____

_____ Additional Attendees X amount from Fee Schedule \$ _____

TOTAL PAYMENT \$ _____

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

   # _____ - _____ - _____ - _____

Name as it appears on card _____

Expiration date _____ / _____ Card security code # _____



STEP 3: FOUR WAYS TO REGISTER

Online at: **fsana.com**
Email to: **info@fsana.com**
Fax to: **610-797-8238**

Mail form[s] and remittance to: **FSANA**
3111 ARCADIA AVE
ALLENTOWN PA 18103