

FINANCE YOUR TRAINING



Flight training is a beautiful and inspiring endeavor which is matched only in grandeur by its cost. Even in competitive priced schools like ADF, the cost can be overwhelming if it is not carefully budgeted.

In some cases budgets are broken by unexpected events beyond the control of the student. Some quit because they were unexpectedly laid off after 9/11, because the death of a family member affected their financial resources, etc., etc.

There is no way that we can prepare for the unexpected and that is one reason why financing your flight training is beneficial to you.

Student Loans give students the money to pay their training in full. These loans have noticeably low interest rates. Payments that can be arranged over a 15 year period and the money can always be returned back to the loaning company if you change your mind. There is little risk in financing flight training.

Another key point in financing your training is continuity. Having to stop your training will result in a dramatic increase in the cost of your training because you will need

extra flight time in order to review forgotten maneuvers.

In my case I spent \$4,000 dollars extra and finished my private with 100 hours because I was forced to quit training twice due to unforeseen financial problems. The problem was that every time I returned I would have to review and practice all the maneuvers and items I had previously learned.

ADF routinely trains students who started their training years ago but had to quit because a baby came into the family, they moved for a new job, etc., etc. Students who finance their training enjoy a worry-free experience because the money is guaranteed and no matter what financial situations occur, they know that their training is guaranteed. Also, they are able to complete their training in less flight time than average "pay per flight" students since they never have to think; "how much money do I have to save for this weekend's flight?"

ADF is registered as an educational facility, a certified part 141 school. Any training here can be financed via student loans. The only requirement is a descent credit background or a relative/friend with good credit who will co-sign.

Our two best companies are Key Bank and Sallie Mae who are both well known and who have loans specialized for flight training. We are registered with both companies and students can be approved in 48 hours to receive loans covering one license or all their licenses. Please visit their websites or see management for more information.

CLEARED FOR HIRE...GUIDE



Roughly half of the students who attend classes at ADF do so with the intention of becoming a commercial pilot and pursuing a career in aviation. Becoming an Airline Pilot is the most common goal since they get to fly very large aircraft and receive very large paychecks. However several students seek jobs in such varied fields like Fire-fighting, Police enforcement, Coast Guard operations, Military aviation, Crop-dusting, Flight Instruction, Regional airlines, Corporate & Business jets, part 135 Charters, etc.

There are as many different types of pilot positions as there are different types of aircraft in the world. However, preparing yourself for a career in aviation as a pilot can be generalized into several steps which I have outlined below.

- Set a clear/realistic career goal
- Receive proper training
- Build a good resume
- Build professional relationships
- Keep a clean pilot record
- Invest in your career
- Finish your education

continued p. 2

CLEARED FOR HIRE... GUIDELINE TO SUCCESS



1) The first step is to set a clear and realistic goal as to what you want to achieve. None is a better judge of you than yourself. Evaluate yourself by considering your age, your abilities and limitations, your family, your financial resources, and any other things that limit or aid you in achieving your goal. Research the job you desire and inquire with companies about the requirements they seek from candidates. Sit down and make an honest evaluation to see if this job is attainable and what will it take. Proper planning is fundamental...

2) Receiving proper training is one of your most important goals, never compromise in your training. ADF is dedicated to providing pilots with structured training that does not compromise safety, skill, or awareness. The true mark of a professional pilot is one who "keeps" his job. Many applicants get hired and "wash out" during their trial period because the chief pilot or an examining pilot determines he/she doesn't have what it takes to be a part of that company. If you attend a lesser school where training lacks discipline, you will pick up a lot of hard to break habits that will either hurt you or at the very least prevent you from reaching a lucrative job. Remember your basic training is the foundation for your career, don't settle for less, "don't try building a castle in quicksand"

3) Build a good resume by doing things that are consistent with your career. Join the FAA's wings safety program, seek certificates of

training for things like "high altitude operations", radio operators license, aviation related employment, degrees and certificates, and anything that will differentiate you from the run of the mill commercial pilot. Assemble all these qualifications in a nice resume on nice paper. Don't use formats found in Microsoft word because everyone uses that format. Remember companies receive hundreds if not thousands of resumes from pilots and your resume must make a good "first-impression" in order to proceed to the next step in the hiring process; the interview.

4) Build professional relationships with people in the airport and the industry. You never know when one of these acquaintances will lead to a right seat job. Keep business cards and have one of your own to give out. You need to sell yourself as a pilot who is above average in professionalism and skill. Two words; market yourself.

5) Keep a clean pilot record and a clean driving record. There is not much to say here except that proper training will keep you from having an accident report in your record that will follow you for the rest of your career. Remember that a pilot is basically a driver and your driver license record is scrutinized by every company. A DUI or a driving record with tickets for "careless or reckless driving", "accidents", "excessive speed" will prevent you from getting hired.

6) Invest in your career. If you want to fly big jets you need training and experience. Invest in your career by seeking a type rating on a jet or transport aircraft. Seek training that will differentiate you from the crowd inline with your career goal. Get a type rating in an aircraft that the company you seek to work with uses; i.e. A 737 type rating to

work for Southwest Airlines.

7) Finish your education. If you haven't finished your college or university degree, do it. Most large companies and lucrative jobs require a bachelor's degree. ADF will train you for your two year degree at MDC, from there you can finish your bachelor's with Embry-Riddle Aeronautical University or FIU or any other university. Your bachelor's degree does not have to be in aviation, in fact it is good to earn a bachelor's degree in a field other than aviation in order to have something to fall back on.

It takes sacrifice to get hired into a lucrative job; you must truly give 100% of yourself to enter into the top pay brackets in the field. However, you have to agree that earning \$200,000 a year as an airline captain, or \$100,000 as a captain in a Gulfstream V for a large corporation is well worth the effort. Remember, your motivation should not be money alone, you must love what you do for a living in order to succeed and stand out. Set your goals wisely.

ADF GAZETTE

WRITTEN AND EDITED BY
CARLOS E. FLOREZ
ADF AIRWAYS INSTRUCTOR

PUBLISHED BY **ADF AIRWAYS**

NEXT ISSUE

- NEW AIRCRAFT AT ADF
- CESSNA CENTER UPDATE
- EDITORIAL
- PILOT SHOP
- ARTICLES SUGGESTED BY YOU

ADF PILOT SUPPLY SHOP

STUDENT'S SPOTLIGHT



Big Changes...

There are many changes under way at ADF, we are in the process of remodeling our building to better fit our growing operation.

One big change is the growth of ADF's own pilot shop. We will be increasing the size by adding more space & more display cases. The pilot shop will also be implemented into our website in the near future. We will expand our inventory to include more items commonly sought by pilots and at the same time we ask for suggestions as to what items you would like to see in our shop.

ADF has developed dealer agreements with names like Jeppesen, ASA, Gleim, Edmo, and recently with Cessna. Items that are not in the shelf, or hard to find items, can be ordered and picked up within 4-5 business days. We hope you enjoy our pilot shop and we look forward to serving you best.

Some of our Inventory



We carry Jeppesen textbooks and all the required training manuals for private, instrument, commercial, multi-engine, and flight instructors. The Jeppesen line is a

high quality line that uses high tech and easy to understand graphics to explain the art of flight. These books are great for people who learn better with visuals.



The ASA line which officially prints many FAA materials to the standards set by the FAA is a very informative and detailed line of training manuals from Private through flight Instructor. The ASA line is also less expensive than the Jeppesen books but contain the same information. We also carry headsets and all sorts of pilot aids like kneeboards flashlights and other amazing stuff that ASA sells.



The Cessna line includes the state of the art multimedia training kits which use computer based instruction to facilitate training. They are aimed at use with the new Cessna 172SPs. Edmo is one of the country's largest aviation distributor's and we can use them to order any part or book you need.

Solo's & Licenses/ratings earned:
June-July-August

FIRST SOLO'S

Juan Barrera, Kendall
Carlos Brandt, Miami
Ricardo Carrillo, Miami
Oscar Castañeda, Peru
Oscar Espinoza, Hialeah
Jose Fong, Kendall
Heberto Garcia, Miami Lakes
Carlos Gomez, Kendall
Jose Gomez, Miami
Mac Guido, Miami
Diego Lopez, Colombia
Michael Maleki, Kendall
Lance Opland, Miami
Christian Paulino, Hialeah
David Shelton, Miami
Sean Slye, Pensacola
Daniel Spang, Coral Gables

PRIVATE PILOTS

Marcela Rios, Colombia
Andre Slowley, Miami
Damian Fernandez, Kendall
Carlos Inguina, Kendall
Norman Soto, North Miami Beach
David Shelton, Miami
Carlos Lopera, Miami
Andres Marin, Miami
Ravi Khular, Kendall
Damian Fernandez, Kendall
Edgar Campos, Kendall

INSTRUMENT RATINGS

Santiago Arboleda, Kendall
Luis Cabrera, Homestead
Peter Brabbeck-Letmathe, Switzerland
Marcial Cordero, Pembroke Pines
Byron Leguisamo, Miami
Horacio Martinez, North Miami Beach
Jaime Correa, Colombia
Israel Thomas, Kendall

COMMERCIAL PILOTS

Nicholas Murrel, Kendall
Alberto Blanch, Homestead
Fernando Molinares, Venezuela
Victor Moreno, Kendall

MULTI-ENGINE PILOTS

Fernando Molinares, Venezuela
Alberto Blanch, Homestead
Christian Eiroa, Miami
Victor Moreno, Kendall

FLIGHT INSTRUCTORS

Sarah wanzo, Kendall
Chikao Takayanasi, Kendall
CFII—IFR INSTRUCTOR
Joseph Knott, Kendall

JOSEPH KNOTT



Joseph Michael Knott was born April 2, 1982 in LaPlata, Maryland. When Joe was 8 his family moved down to Englewood, a little town 20 miles south of Sarasota, Florida. Joe attended school in Englewood and became involved in aviation as an apprentice mechanic. His love for aviation flourished in the grass strip know as Buchan (X36) and was so obvious to his parents that they gave Joe the gift of a lifetime for his 18th birthday: a private pilot training course paid in full.

After receiving his certificate, Joe

moved down to Miami to attend MDC's aviation program. He received his Instrument, Commercial MEL certificates at ADF through the MDC program. Joe began working as a CFI early this year and just received his Flight Instructor Instrument Rating (CFII).

Joe's future plans are to fly for U.S. customs.

JOSHUA CRUSE



Born March 13, 1983 in San Diego, California. Joshua's family moved to Miami in 1993 where he attended Miami Sunset Senior

High and graduated with the class of 2001. His love for flying began in elementary when he got a hold of his friends Microsoft Simulator. However, Joshua did not consider a career in aviation until his senior year. After four years of varsity baseball with Sunset High, Josh hung up his glove (temporarily) for a David-Clarke headset.

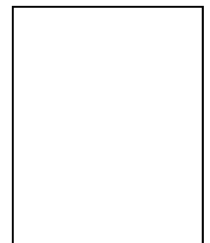
Joshua began his studies with MDC and the flight training with ADF. He earned all his licenses with ADF starting on Private, Instruments, Commercial, and CFI. He earned his A.S degree in professional pilot technology in 2003 and was hired immediately as a flight instructor at ADF. Josh is currently working on his B.S degree with ERAU. He has been the captain of the MDC flight team since last year and was a recipient of the 2001 Eig-Watson scholarship.

Joshua's near future career goals include earning his flight instructor instrument & multi-engine ratings, his ATP when he turns 23, work as a corporate pilot, and one day fly as a captain for Southwest Airlines.

FOR OVER 16 YEARS IN TAMiami AIRPORT; SERVING SOUTH FLORIDA AVIATION ONE PILOT AT A TIME



**14532 SW 129 STREET
BUILDING 227
MIAMI, FL 33186
(INSIDE TMB AIRPORT)**



FLIGHT TRAINING EMPHAZING QUALITY, PROFESSIONALISM, AND AFFORDABILTY.
