



# Commercial Aircraft Chartering

*One-day course*

***If you are in the business of chartering commercial aircraft in and out, this is a course you cannot afford to miss.***

**AIRCRAFT  
REQUESTS**

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## The course

Commercial Aircraft Chartering is a one-day intensive, thoroughly enjoyable and motivational training course that delivers essential knowledge on how to be successful in chartering aircraft in and out

This course is ideal for employees and executives of airlines, tour operators, travel agents, charter brokers, government agency, sports club, event organiser or any other entity that is involved in aircraft chartering.

No matter if you are a newcomer, or experiences professional this is an ideal course that will certify you to buy and sell charters.

If you are considering a career move and you are in-between jobs, don't miss out on this great opportunity!

We will provide you with the knowledge needed to become a superb aircraft charter professional. To verify that we will award you the certificate of the course completion at the end of this excellent one-day course.

This is a straightforward, pleasant and information-rich course!

## The syllabus

Aircraft chartering is a straightforward business. You satisfy the need of your clients to fly a specific route or routes with a hired aircraft of particular characteristics and level of service. The charter executive both from the buyer's and the seller's side are faced with numerous challenges that we will address in the course. We aim to empower you, the executive to perform your duties confidently, efficiently and profitably.

If you are a tour operator, travel agent, broker, government agency, sports club, event organiser or any other entity that wish to receive an offer for an aircraft charter we will teach you how to:

- » assess your customer's budget for their charter request and whether it is realistic or not
- » realise the influence of the empty legs in the charter price.
- » study the economic balance between aircraft charters and passenger groups.
- » write and send comprehensive charter requests
- » maintain a valid list of potential airlines in terms of suitable aircraft and geographical coverage in order to deal with a sanitized list of providers. why we do not send requests to all airlines
- » compile realistic potential airlines provider list
- » decide if the price you are receiving is reasonable
- » factor your costs and make a profit
- » to make a project plan for complicated charter requests
- » add value to your charter and win your competition
- » read and understand charter contracts.

If you are an airline charter executive or a broker acting on behalf of airlines we will discuss:

- » how to price your charters
- » different pricing approaches between pure charter airlines and scheduled airlines offering charters.
- » different types of charters
- » the charter customer base
- » market your charter offers and services
- » how to reduce the time spent in responding to unrealistic requests.

Last but not least we will discuss how to:

- » deal with operational aspects of charters
- » allow for contingency in case things go wrong
- » prepare charter project plans for both buying and selling
- » realise the charter cash flows and what the payment schedules should be.
- » prepare, read and avoid pitfalls in charter contracts

By the end of this exciting one-day course, buyers of aircraft charters (tour operators, travel agents, brokers or any other entity), will be able to draft better requests for charter proposals, assess the operational and commercial viability of the responses, and ensure that they are dealing with qualified airlines that deliver on their promise. Ultimately buyers should be able to receive aircraft charters that are operationally and commercially fit for the desired operation through an expected financial deal.

Airline charter executives will be able to sell more aircraft charters, to more qualified customers, realise their expected revenue and repeat business!

Together with the participants we summarise the course and discuss action plans for their airline accounts. The participants will receive a certificate of completion and a course manual that contains course notes, templates and a project management methodology. Each participant is entitled to a half an hour free telephone consultation.

Call today our training specialists on +44 1476 347070 to discuss your needs and receive a quote!

## **Course delivery options**

Two options are available:

### **On-site**

For companies that wish to have their executives trained in their premises.

### **Live Instructor-Led Online Course**

Our instructor-led online classes allow you to attend the course from home or the office without the need to travel.

This is a live, hands-on, interactive class led by the same instructors that deliver the on-site course. The course format and materials received are identical! The only difference is that you and your instructor are not in the same room!

We employ an easy to use state of the art video conferencing facility that you can access from your PC, tablet or cell phone with no additional software installations. Just click on the link that you will receive after your registration and there you are!

Through your access, you will be able to see and hear everything the instructor does, as well as to interact with the instructor and fellow participants

The live online course is delivered in different time zones. Just visit the course calendar section of our site. If your time zone is not there, or you wish to participate in a different date let us know!

## About Aircraft Requests Ltd

The company was formed in England in January 2009. Our shareholders have been active in air transport consulting since 1992.

Our main activities include:

- airline and airport business consulting
- aviation training
- account development planning
- aviation CxO mentoring and coaching
- aviation executives interim placement

## Leadership

Marcos Caramalengos is the CEO of Aircraft Requests Ltd. and the senior trainer. He is an Aeronautical Engineer (BEng Hons) graduated from Kingston University and an MSc holder in Air Transport Management from Cranfield University. He is a member of the Royal Aeronautical Society. Marcos is the brains behind the "Selling to Airlines", "Aircraft Wet Leasing" and "Commercial Aircraft Chartering" training courses. His expertise includes commercial airline operations, airline business planning for start-ups and mature airlines, route and fleet planning. Marcos has advised numerous airlines in commercial and strategic aspects.

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