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Become an
**AIR CHARTER
BROKER**



**Fly Wise
Academy**

Your Path to Expertise in Business
Aviation.

Program Overview

When high-net-worth individuals, celebrities, and executives travel, they don't just book a flight—they expect seamless, personalized, and luxurious travel experiences. **But who makes this happen? The Air Charter Broker!**

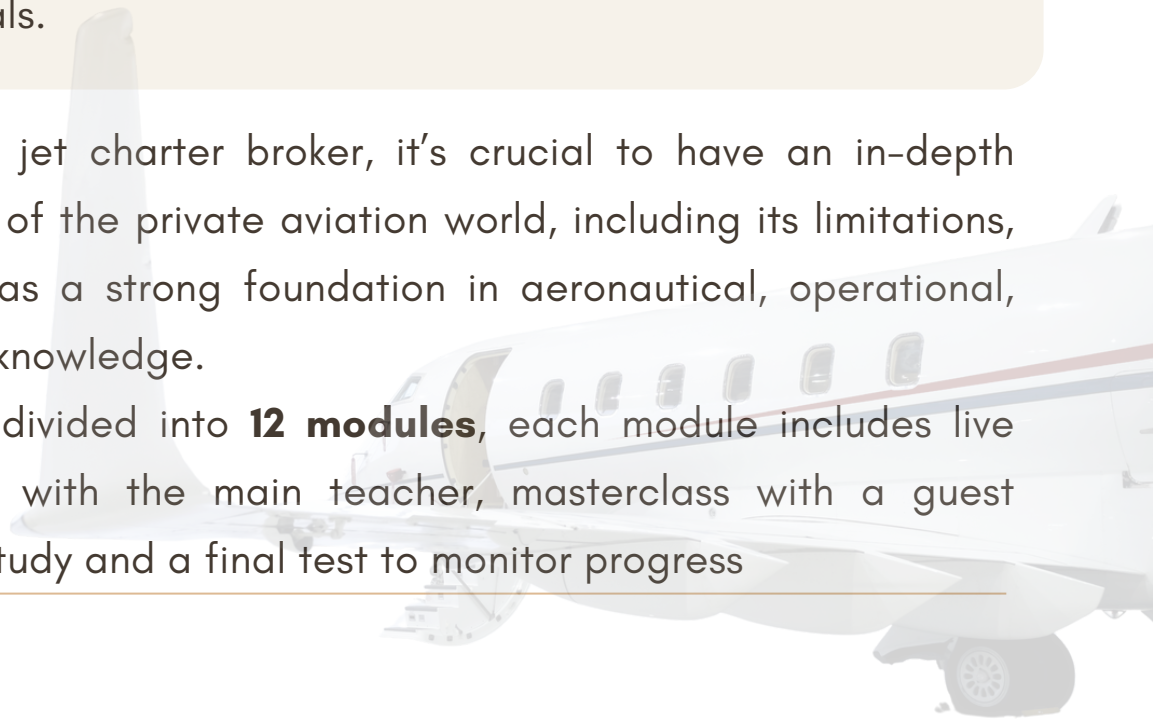
What Does an Air Charter Broker Do?

An Air Charter Broker is the key connection between clients and private jet operators. Their role is to:

- ✓ Find the perfect aircraft for each trip, whether for business, leisure, or VIP travel.
- ✓ Negotiate the best rates & terms for the flight while ensuring top-tier service.
- ✓ Manage last-minute changes & requests—private jet clients expect flexibility.
- ✓ Provide exclusive concierge services, such as luxury ground transport and in-flight catering.
- ✓ Ensure privacy & security, coordinating smooth departures from private terminals.

To excel as a jet charter broker, it's crucial to have an in-depth understanding of the private aviation world, including its limitations, laws, as well as a strong foundation in aeronautical, operational, and technical knowledge.

The course is divided into **12 modules**, each module includes live online classes with the main teacher, masterclass with a guest teacher, self-study and a final test to monitor progress



Who Is This Course For?



Aviation Professionals

For those already in aviation, such as *flight attendants, aviation managers, or anyone with a passion for the industry*, who want to grow or start fresh in private jet chartering.

Luxury & Hospitality Sector Professionals

Ideal for individuals in the luxury or hospitality industry—such as tourism, personal assistants, or concierge services—looking to specialize in private aviation and enter a high-end, exclusive niche.

Luxury Travel Agencies


Designed for travel agencies focused on luxury clients who want their team members to gain specialized knowledge in private jet management and enhance their service offerings.

Brokerage Firms

Perfect for brokerage firms that seek to outsource training for their employees, ensuring they stay up-to-date with the latest practices in air charter operations.

Non-European Companies

For companies outside the EU interested in a thorough understanding of the European private aviation market, including aircraft sales and acquisitions.





Course objectives

- 1. Comprehensive Industry Knowledge**

Participants will develop a deep understanding of the private jet charter business worldwide. They'll become familiar with the most common private jet charter markets and learn to navigate essential online applications specific to charter sales.
- 2. Practical Skills**

The course provides targeted negotiation skills tailored to private aviation, along with operational insights crucial for managing private jet charter transactions. Graduates will be equipped to buy and sell flights, either independently or within a sales team.
- 3. Professional Networking**

Participants will begin building a professional network within business aviation, significantly boosting their chances of success in the recruitment process. This foundation prepares them for roles with aircraft operators, commercialization companies, or brokerage firms.

“After completing this course, participants will be fully prepared to navigate the private aviation industry with confidence. Equipped with a broad industry perspective, practical skills, and a growing professional network, graduates will be well-positioned for career success—whether they aim to work independently or within established organizations in the sector.



important

Beyond technical skills, this course offers participants a unique opportunity to build invaluable connections within the private aviation industry. Graduates will leave with a foundational network of industry contacts and insights into relationship-building strategies essential for long-term success

Course Modules Overview

Each module dives into **essential aspects of the industry**, providing practical skills, in-depth insights, and hands-on experience to prepare participants for a thriving career in private aviation.

Through a combination of expert-led instruction, interactive modules, and real-world scenarios, participants will develop the confidence and expertise needed. Whether aiming to become independent brokers, enhance their current roles, or join established aviation companies, students will leave the course with the tools and connections essential for success in this exclusive industry. **By the end, they will be fully equipped to meet client expectations, adapt to industry trends, and excel in the competitive landscape of private jet charter.**

Modules

1. **Module 1: Introduction to the Private Jet Charter Industry**

This module introduces participants to the private jet charter market, covering essential industry insights, the role of a broker, and key trends that impact this dynamic field. Students will gain an understanding of the industry's landscape and the responsibilities of a private jet broker in today's market.

2. **Module 2: Aviation Knowledge with a Focus on Private Jet Operations**

Participants will explore popular private jet models and operational characteristics essential to private aviation. Focusing on European airports, operational factors, and client needs, this module provides the aviation knowledge needed to navigate the technical aspects of private jet operations effectively.

3. **Module 3: The European Market for Private Jets**

This module delves into the European private jet market, including leading operators, brokerage firms, and end users. Participants will learn how to tailor services to high-net-worth clients and build relationships with key players in the European aviation industry.



4. **Module 4: Online Marketplaces and Digital Tools**

In an increasingly digital world, this module focuses on essential online tools like Avinode, Return Jet, and empty leg applications. Participants will learn to leverage digital platforms to streamline operations and optimize client bookings effectively.

5. **Module 5: Cost Structure of Private Jet Operations**

Understanding costs is crucial for profitability. This module covers both fixed and direct operating costs, along with strategies to optimize cost efficiency in jet operations, providing a foundation in financial management within the aviation sector

6. **Module 6: Quoting and Selling Flights from an Operator's Perspective**

Participants will learn the art of quoting flights, including variables that impact pricing, dynamic pricing models, and proactive sales strategies. This module focuses on effective selling from an operator's perspective to maximize client satisfaction and revenue

7. **Module 7: Searching and Buying Flights from a Broker's Perspective**

From search strategies to off-market flights, this module teaches participants how to find and secure the best flight options for clients. Emphasis is placed on legal considerations, client needs, and additional services such as helicopter and group charters.



8. **Module 8: Negotiation Skills for the Private Jet Market**

This module focuses on essential negotiation skills for buying and selling private flights. Participants will develop strategies to secure favorable deals, maximize profitability, and manage client relationships effectively within a competitive market

9. **Module 9: Networking in the Private/Executive Aviation Sector**

Networking is vital in private aviation. This module guides participants through key industry events, online networking platforms, and strategies for building meaningful connections that can support business growth and career development.

10. **Module 10: Job Search and Application in the Private Jet Industry**

Aimed at those entering or transitioning within the private jet industry, this module covers job search strategies, application tips, and how to craft a CV that highlights relevant aviation skills and experience, enhancing the chances of landing high-impact roles.

11. **Module 11: Starting Your Own Business as a Private Jet Broker**

For entrepreneurial-minded participants, this module covers business planning, regulatory compliance, and client acquisition strategies. Participants will gain insights into establishing and growing their own private jet brokerage.





12. **Module 12: Real Scenarios**

In the final module, participants will apply their knowledge to real-world scenarios. Through case studies and simulations, students will practice their skills, preparing them to handle challenges and opportunities in the private jet charter industry confidently.

Please Note: The order of the modules may vary depending on the instructor and the specific class cohort. Adjustments are made to ensure the best learning experience for each group.

Benefits of a Career as an Air Charter Broker

High Compensation:

A career as an Air Charter Broker offers not only prestige and excitement but also the potential for high financial rewards. Here's a closer look at why this role is financially attractive:

1. Competitive Base Salaries

While exact figures vary based on experience, location, and company size, entry-level brokers often start with a base salary ranging from \$30,000 to \$60,000 per year. For experienced brokers, this can climb to \$80,000 or more annually, depending on their performance and market demand.



2. Significant Commission Potential

The real earning potential for brokers comes from commissions. Typically, brokers earn 10-15% of the charter flight's total cost. With private jet charters often priced between \$10,000 and \$50,000 per flight hour, a single booking can result in a substantial payout:

3. High-End Clientele and Upselling Opportunities

Air Charter Brokers frequently work with high-net-worth individuals (HNWIs), celebrities, and corporations, allowing for additional revenue streams through upselling premium services such as:

- Concierge travel arrangements
- In-flight luxury catering
- Ground transportation

These add-ons can further boost their commission earnings.



Growing Demand:

The demand for private aviation services is on the rise, particularly in key markets like Europe and North America. With the increasing need for personalized and exclusive travel, the demand for specialized brokers is growing, creating more job opportunities. The private aviation market has proven to be resilient, with demand increasing by over **15% annually** in some regions. This growing market ensures consistent opportunities for brokers to secure high-value deals

Work Flexibility:

This career offers flexibility in terms of working hours and the possibility of working remotely or independently, allowing for a better work-life balance.

Why Fly Wise Academy?

Job Board

Upon completing the course, participants gain access to our exclusive **Job Board**, which is updated almost **daily** with new job opportunities. You can check the latest postings on our website weekly.

Our primary focus is on key locations such as London, Dubai, Switzerland, and Madrid, but we also feature opportunities from around the globe.

Additionally, we have a **partnership with Global Jet Centre** in **Dubai**, providing direct opportunities for our students with this prestigious company.

We are continuously working to establish new agreements with leading companies in private aviation, ensuring that our students have access to the best career opportunities in the industry.

<https://www.flywiseacademy.com/en/empleos>



Why Fly Wise Academy?

Continuous Support

Participants have unlimited access to **one-on-one tutoring** with instructors, ensuring they can resolve any questions or explore specific topics in depth.

Expert Instructors

Learn from industry leaders with **real-world experience** in private aviation, including charter operations, brokerage, and client management.

Flexible Online Format

Study from anywhere in the world with our online, live, and recorded sessions—designed to fit seamlessly into your schedule.

Real-World Scenarios

Work through real scenarios and case studies, preparing you for the challenges and opportunities in private jet charter.

Certification with Distinction

Upon successful completion of the course, you will receive an official diploma from Fly Wise Academy, the first and only specialized school for Air Charter Brokers.



Global Focus on Private Aviation

The course covers the international aspects of private aviation, enabling students to understand and adapt to global regulations and trends.

Ongoing Support

Benefit from unlimited one-on-one tutoring and post-course resources to ensure continued growth and success.

Teachers



Diego Moser Boss, Commercial Director at iJet Aviation, has over **25 years of experience** in executive aviation. Diego has been a **pilot** since the age of 17, receiving military training in the Swiss Air Force and airline pilot training at Swissair (now Swiss). He later worked for several years as a flight instructor in Spain.

At just 25 years old, he founded Sur Aviation, an airline specializing in Very Light Jets with a fleet of 7 aircraft, where he managed the company and was responsible for commercial operations as well as serving as a pilot.

He later worked as the **Commercial Director at Gestair**, one of the largest executive aviation companies in Europe, where he was responsible for charter flight sales for their fleet of over 30 aircraft (from light jets to ultra long-range).

Diego also has extensive teaching experience and has trained a considerable number of professionals who are now working in the aviation sector.

Guillermo Gallego, Director of Operations at iJet Aviation, brings extensive experience and passion to our team. A graduate in **Aeronautical Engineering** from the prestigious UPC of Catalonia, Guillermo has built a distinguished career in the aviation industry.

As a **Citation and Falcon 2000 pilot**, as well as an experienced air charter broker at iJet Aviation, he possesses deep knowledge of both the operational and commercial aspects of aviation. In addition, he has participated in four private jet purchase and sale transactions, further enhancing his expertise in the business side of the industry.



Beyond his professional roles, Guillermo is dedicated to education and mentorship. With significant experience in pilot training at Aerolink Sabadell, he is committed to guiding future pilots and brokers on their learning journeys. His mission is to bridge the gap between theoretical knowledge and practical application, empowering our students to succeed in their aviation careers.

Other team members



Mónica García is a key member of our team, bringing a wealth of experience and deep expertise in aviation management. A graduate in **Aeronautical Management** from the Autonomous University of Barcelona (UAB) and holder of a master's degree in Aeronautical Management from ITAÉREA, Mónica combines academic training with hands-on experience.

With extensive experience in air operations, Mónica has worked in both **commercial airlines and charter flights**, providing her with a comprehensive perspective on the industry. Her expertise includes the coordination and supervision of operations, ensuring efficiency and safety at every stage of the process.

Course Structure & Commitment

- **Course Duration:** 3 Months
- **Schedule:** Mondays and Wednesdays, live online sessions twice a week, 90 minutes each. The schedule may vary, with the exact time to be determined. However, sessions are planned to take place in the afternoon.
- **Missed a session?** No problem! All classes are available for 72 hours.
- **Self-Study:** Expect to dedicate 4 to 8 hours per week to independent study, tailored to your current knowledge level.
- **Assessments:** Stay on track with bi-weekly progress tests, culminating in a final exam during the last week of the course.
- **Individual Tutoring:** For personalized support, optional one-on-one tutoring sessions are available to deepen your understanding of the material.

Investment

Standard Price: 2,990 €




The applicable discount will depend on the date of your enrollment.

 Flexible Payment Plan Available


We offer the option to pay in 3 installments, making it easier to secure your place:

- **First Payment:** This confirms your spot in the course
 - **Second Payment:** Due on the first day of the course
 - **Third Payment:** Due one month after the course begins
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- ✓ Your place is reserved with the first payment
 - ✓ Total cost remains, divided into 3 parts
 - ✓ Discounted prices apply based on the promotion valid at the time of enrollment

What's Next?

-  1. Enrollment Form: We will send you the official registration form to complete.
-  2. Secure Your Spot: **Your place will be reserved upon receiving the first payment.**
-  3. Get Ready to Start! Once enrolled, you'll receive course access details & materials.

Don't wait! The course starts April 21, 2025!

 Ask About Current Discounts! We're offering special promotions, so be sure to inquire about our latest discounts and offers when enrolling.
Secure your place today and take the first step toward an exciting new career!

Thank you!



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