



## Becoming an “Insurance Accepted” Flight Instructor

At the 2024 Aviation Insurance Association (AIA) convention and afterward, ABS Air Safety Foundation spoke with senior underwriters at multiple firms that insure ABS-type airplanes, asking:

“How does an individual flight instructor or flight training provider become ‘approved’ by insurance underwriters to provide training required under an insurance policy contract, especially in high performance and high-value aircraft such as ABS types and niche models like the E-series Bonanzas, turbocharged and turbonormalized airplanes, and the 58P?”

The answer from the senior underwriters was consistent: underwriters do not “approve” flight training providers or refer aircraft owners to specific schools or instructors. They “accept” training providers based on the underwriters’ knowledge of what that provider teaches, the provider’s completion standards, and the school or individual flight instructor’s reputation among pilots and in the industry.

### Earning acceptance

To accept a flight training provider or individual flight instructor to provide transition and recurrent training required under an insurance policy, underwriters are looking for **three things**:

1. **The instructor’s resume.** Include:

- a. Certificates and ratings held,
- b. Total flight experience,
- c. Total instructional experience (“dual given”), and
- d. Total time as instructor in the make and model or aircraft.

Also add:

- e. Training the instructor has received in the make and model airplane, including certificates of training in that airplane type (for example, ABS Air Safety Foundation online courses, past BPPP flights as a student, FlightSafety, Simcom or other major training providers, BPT, etc.).
- f. Instructor recognition and accreditation in that make and model, for example, ABS Recognized Flight Instructor, past BPPP instructor, BPT instructor, etc.
- g. Any other training or experience that directly applies to instructing in the make and model aircraft for which the instructor seeks insurance underwriter acceptance. For example, membership in ABS, NAFI, SAFE, experience teaching in similar airplane types, FAA WINGS participation, Master CFI accreditation, FAA Gold Seal Instructor, etc.

2. **Flight training syllabus.** Provide:

- a. A detailed outline of the tasks, maneuvers, procedures and techniques that will be presented in transition (initial) training, recurrent training such as Flight Reviews and/or Instrument Proficiency Checks, and any specialty courses (mountain flying, expanded maneuvers training, etc.).
- b. The time allotted to each training outline, both flight and ground/briefing time.
- c. Completion standards—how the instructor will document the pilot’s performance, and the minimum standards for successfully completing the training syllabus.

### 3. Course completion certificate:

- a. Provide a sample of the certificate that is awarded at the completion of training.
- b. Include on the certificate:
  - i. The Pilot Receiving Instruction's name
  - ii. The name of the course (e.g., "Jane Smith's 58P School Initial Training Course.")
  - iii. A statement of meeting completion standards (for example, "The pilot has met all requirements for successful completion of this course").
  - iv. The training provider or flight instructor's name and signature.

Note: There is a template of a course completion certificate on the FLIGHT INSTRUCTOR RESOURCES page on the TRAINING menu at [www.bonanza.org](http://www.bonanza.org) that you may customize for your use.

### Marketing your services

The most effective way to become known and to market your training services is to assemble the information listed above and post it on a company or personal website and/or social media. Then you can post a link on your ABS website Member Profile, use it in online and social media posts, and send it directly to pilots who contact you for training. If you want to invest more in your instructional business you might advertise online and in print, linking back to your website or media page. Take your message directly to Beech pilots in *ABS Magazine* and elsewhere, and also to insurance agents and underwriters at <https://aiaweb.org/page/Advertising-Sponsorship>.

When a pilot contacts you for training that requires an insurance-accepted training provider, send your link to that pilot to forward to his/her insurance agent or broker, who will in turn send that information to the specific underwriter for acceptance. Insurance underwriters and agents/brokers won't refer a pilot to a specific training provider, but they may informally suggest their clients consider contacting you if the pilot doesn't already have an instructor in mind. Once an underwriter becomes familiar with the training you provide, it may even accept your course completion certificate for premium discounts for your students.

Flight instruction is a passion, but it is also a business. Increase your instructional business by documenting your training and completion standards, then market your instructional business, for insurance industry acceptance.