

### **But flying is also about time and lifestyle!**

Whether you fly for business or pleasure; owning your own airplane opens up a world of flexibility and convenience you can't get any other way. Time is one of those precious resources everyone struggles to find more of. Your own airplane can truly be called a personal time machine. Being able to go places when you want to and not be a slave to commercial airline schedules and inconveniences help make your business more competitive.

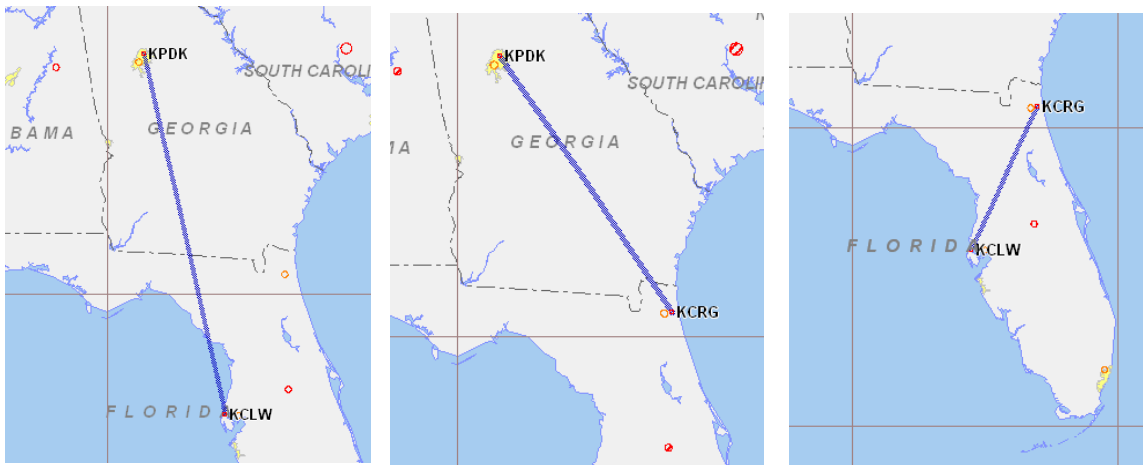
Recreational travel which is usually done when planned well in advance can now happen almost at a moments notice. Those weekend getaways with your family and friends are possible when you own your own airplane.

Here are a couple of examples that illustrate how a DA40 XLS can impact both your personal and business life. We think that you will immediately recognize the significant benefits. I can help you learn how your new airplane could improve your business and quality of life.



### **Sample Business Trip**

You and your Sales Manager must travel to meet with a supplier in Atlanta (whose office is in Buckhead, 3 miles from DeKalb-Peachtree Airport) who has a new piece of equipment you want to sell; followed by a courtesy visit to one of your customers in Jacksonville in the afternoon. You want to be home to pick up your wife for a dinner engagement at 8 pm.



07:00	Breakfast with the family	15:45	Arrive Jacksonville, FBO has your rental car waiting on the ramp
07:30	Depart home for airport	16:00	Arrive customer's office
07:45	Arrive at airport – FBO has fueled and positioned the plane for departure	17:00	Depart for airport
08:00	Check weather, file flight plan, check the airplane	17:15	Arrive at airport, check weather, file flight plan, check the plane
08:15	Engine start and taxi	17:30	Engine start and taxi
08:30	Depart Clearwater	17:45	Depart Jacksonville
10:30	Arrive in Atlanta, supplier meets your flight; drive to office	18:45	Arrive Clearwater – FBO has your car waiting on the ramp
11:00	Meeting at supplier's office	19:00	Arrive home - chat with your children about their day at school and freshen up for dinner
12:00	Lunch with supplier, then to airport	19:45	Depart home with your wife to go to dinner
13:30	Arrive at airport, check weather file flight plan, check the airplane		
13:45	Engine start and taxi		
14:00	Depart Atlanta		

### Total Trip Time: 11 hours 30 minutes by private aircraft

You get your business done AND you see your kids at each end of the day and keep your wife happy by taking her out for dinner as planned.

Total flight time	5.2 hours
Aircraft Direct Operating Cost* at 5.2 hrs x \$167/hr	\$868.00
Rental Car JAX	\$ 95.00
Total trip cost by private aircraft	\$963.00

*\*Direct operating cost are total estimated operating costs less non-cash reserve costs and cost of capital (i.e. aircraft payments or depreciation). For qualified business use an aircraft purchased before Dec 31, 2008 carries tax benefits of approximately 90% of the aircraft purchase price. (See section on tax benefits)*

Here is the same trip done by airlines. It can be done just barely but, unfortunately, you won't be able to see the kids at breakfast or the end of the day and dinner with your wife will have to wait for another day.

05:00 Depart home – drive to Tampa airport (its nice the traffic is so light at 5 am)	13:02 Flight departs Atlanta
05:30 Arrive at Tampa airport -check in and go through security	14:11 Flight arrives Jacksonville
07:15 Board flight	14:30 Disembark and go to rental car
07:30 Flight departs Tampa	15:00 Arrive customer's office
09:02 Flight arrives Atlanta, disembark and go to rental car	16:00 Invite your customer to dinner because your flight doesn't leave until 8 pm
09:30 Depart Atlanta airport for supplier's office (at this time of day you have to negotiate Atlanta rush hour traffic, plan for ½ hour drive)	17:00 Dinner with customer (don't you wish you could have been with your wife)
10:00 Arrive at supplier's office for meeting	18:30 Depart for Jacksonville airport
11:30 Depart supplier's office (no lunch today because you have to be at the airport for a 1pm flight –it will be tight)	19:00 Arrive Jacksonville airport, drop rental car, check in for flight
12:00 Arrive at Atlanta airport, drop rental car and RUN to the gate (you hope the security line is not too long)	19:45 Board flight (you are connecting in Atlanta (isn't flying airlines maddening))
12:45 Board flight (just as they are closing the doors)	20:02 Depart Jacksonville
	21:20 Arrive in Atlanta (again) for connecting flight to Tampa
	22:05 Depart Atlanta
	23:28 Arrive Tampa airport
	23:45 Disembark and walk to your car
	00:15 Arrive home (try not to wake up the kids)

**Total trip time: 17 hours 15 minutes by airline–5 hours 42 minutes longer!**

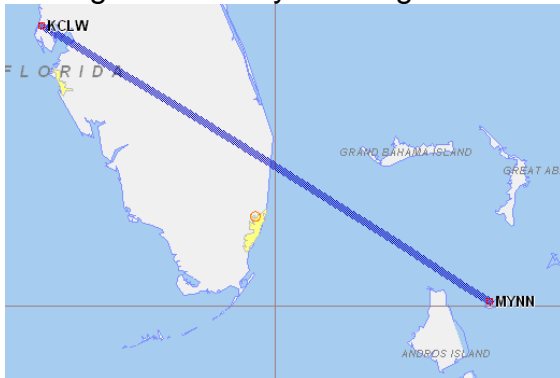
You must get up at 4am to make your 7:30 flight, you miss the lunch with your supplier, waste a lot of time in security lines, inefficient airline routings, and worst of all, you don't spend any time that day with your kids or make the planned dinner with your wife.

Total Cost: 2 x \$366 airfare	\$732
Rental Car ATL	\$95
Rental Car JAX	\$95
Total Trip Cost by airline	\$922

Private business aircraft travel means you go when you want, with who you want and the time savings are incalculable. Imagine how much more profitable your business can be when you are as mobile and responsive as you are with your own airplane.

**Sample Pleasure Trip**

You and your wife plan a weekend Bahamas getaway in Nassau. You plan on leaving on Saturday morning and return Sunday evening.



**Saturday - Clearwater to Nassau**

- 08:00 Depart home for airport
- 08:15 Arrive at airport–FBO has fueled and positioned the plane for departure. Check weather, file flight plan, check the airplane
- 08:30 Engine start and taxi
- 08:45 Depart Clearwater
- 11:00 Arrive Nassau Intl
- 11:15 Clear customs at the FBO, limo is waiting on the ramp
- 12:15 Poolside lunch with your wife at the resort

**Sunday – Nassau to Clearwater**

- 15:00 Depart resort for airport
- 15:30 Arrive at airport-FBO has fueled and positioned the plane for departure. Check weather, file flight plan
- 15:45 Engine start and taxi
- 16:00 Depart Nassau
- 18:15 Arrive St Pete Intl
- 18:30 Clear customs
- 18:45 Depart St Pete Intl
- 19:00 Arrive Clearwater

**Flight Time: 2 hours 15 minutes each way!**

To do the same trip on the airlines would involve departing Saturday from Tampa at 08:38 with a plane change in Fort Lauderdale arriving in Nassau at 12:38. The return trip has you departing Nassau at 12:30 with a plane change in Fort Lauderdale arriving back in Tampa at almost 9 pm. – Hope you enjoyed spending half your weekend waiting at the airport (at least you were with your wife).

Total Travel Time: 15 hours

Total Leisure Time: Not much

Travelling can be fun again when you own your own airplane. Flexibility, convenience and freedom is what every airplane owner enjoys. You can too!

