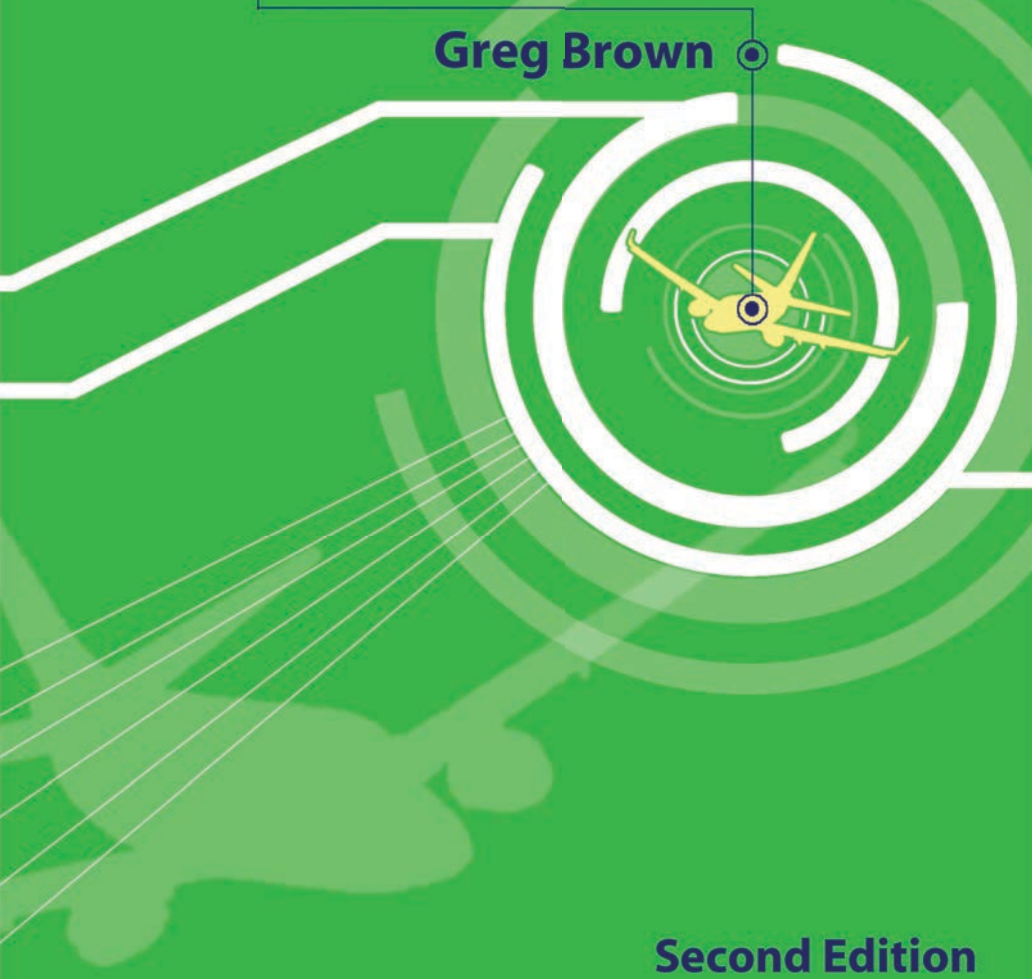




JOB HUNTING FOR PILOTS

Networking
your way to a flying job

Greg Brown



Second Edition

Gregory N. Brown's love for flying is obvious to anyone who knows his column, "Flying Carpet," in AOPA's *Flight Training* magazine or has read his other books, *The Savvy Flight Instructor* and *The Turbine Pilot's Flight Manual*. Mr. Brown has flown professionally in both scheduled and corporate aviation, holds an ATP pilot certificate with Boeing 737 type rating, and a flight instructor certificate with all fixed-wing ratings. He was 2000 Industry/FAA Flight Instructor of the Year, winner of the 1999 NATA Excellence in Pilot Training Award, and the first Master CFI designated by NAFI. In addition to writing extensively on pilot careers, Mr. Brown has lectured on job search techniques to graduating students at Embry-Riddle and Purdue universities and has taught numerous seminars on networking for pilots.

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by Gregory N. Brown

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1

Preflight: The Groundwork

The Best-Qualified Pilot Always Gets the Job . . . Right?

From our earliest days as pilots, each of us has learned to revere flight hours. Somewhere back in ground school was buried the subliminal message, “The pilot with the most hours is the best . . . the pilot with the most hours is the best.” Strictly from the standpoint of experience, perhaps there’s some truth to this. But the question we’re considering here is a little different: “Does the pilot with the most hours always get the job?”

Probably everyone reading this book wishes for some additional shoo-in credential for the next job up the career ladder. Single-engine pilots crave multiengine time. Multi pilots want turbine hours. Turboprop pilots want jet time. New flight instructors wish they had their IIs (instrument instructor ratings). Copilots yearn for PIC (pilot-in-command) time. Let’s face it, few pilots ever feel that



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727, 737, 747, 757, 767, DC-3, 4, 6, 7, 8, 9, 10,
L-1011, BAC 111. It is required that he or she also
have a PHD in Aeronautical Engineering and 1000
hrs. in an SR-71. 500 hrs. in the space shuttle is
desirable though not required. Age restriction: 21
years of age, inexperienced or over age or under
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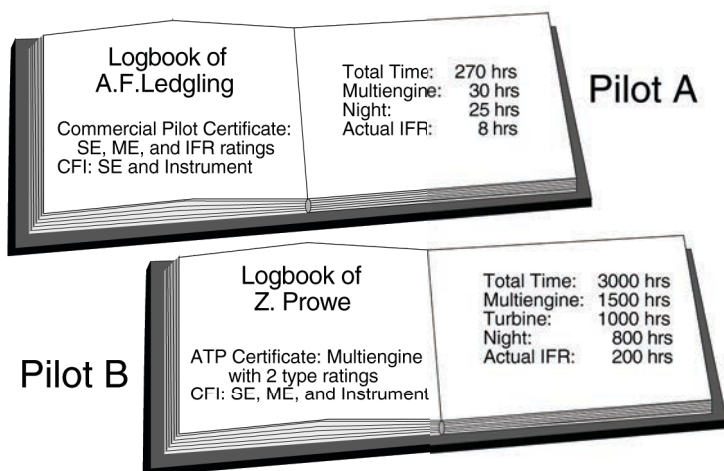
Pilot Job Opening!

1.1. Sometimes it seems like pilots can never have perfect credentials for the job. (Ad courtesy of *Trade-A-Plane*).

they've got ideal credentials. Yet people do get jobs, and not always with the best qualifications. Why?

Let's consider the credentials of the two pilots shown in Figure 1.2. One has recently completed all of the basic ratings; the other is quite a bit more experienced. For purposes of job hunting, which of these two individuals would you rather be?

I suspect that if we took a tally of everyone reading this, 99 percent would rather be Pilot B. (The remaining 1 percent would choose Pilot A because they think this is a trick question.) Pilot B is certainly more experienced and of course it's always desirable to have the best experience and



1.2. Pilot qualification comparison.

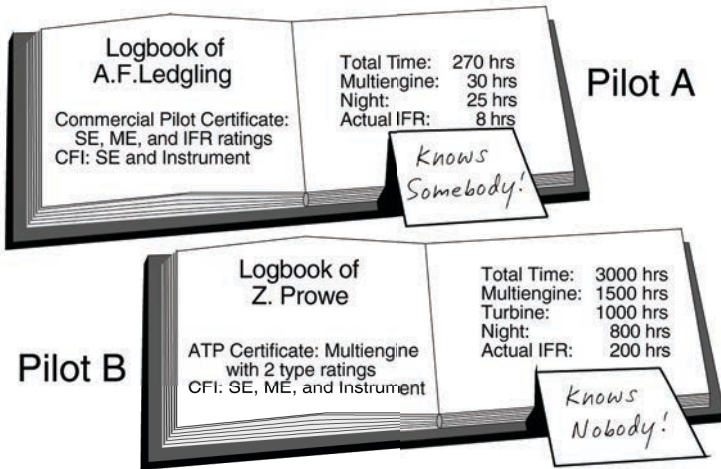
qualifications possible. Besides, there are a number of flying positions that only Pilot B could hold, due to federal aviation regulations and insurance requirements.

Unfortunately, there aren't many secrets to transforming someone from Pilot A into Pilot B. It's time consuming, difficult, expensive, and often traumatic to pick up those extra few thousand hours, and it takes years.

So is Pilot A's situation hopeless? Maybe not. Let's take another look at Pilots A and B, but with one new distinction added (see Fig. 1.3). Now, who would you rather be? I've talked with plenty of pilots, and almost everyone agrees that Pilot A is often in the better spot.

Surely you've seen those "Position Wanted" ads, where a senior pilot with six jet type-ratings and 10,000 hours is begging for somebody (anybody!) to recognize all that experience and offer him or her a job. Pilot B could be in that position.

At the same time, each of us knows someone like Pilot A who cinched a Learjet position, or was hired by a



1.3. Pilot qualification comparison II.

regional airline on a “wet” commercial ticket, or who made it into the “majors” with relatively limited qualifications.

The difference is simply that one pilot “knew somebody,” and the other did not. One can either despise the person who got the break, or work hard to be next in line.

Most pilots are goal-oriented. They work hard to build flight time and credentials, and they believe that these added qualifications will make them more attractive as professionals and employees. The fact is, given the number of motivated and experienced pilots, it’s almost impossible to become so well qualified that, by virtue of experience alone, you’re assured of getting the specific job you want.

That’s why you must work just as hard to make good contacts as to earn your ratings. *It’s much easier to get to know somebody than it is to collect several thousand additional hours of flight time!* Of course, the best situation is to be well-qualified as a pilot, *and* have contacts who can help you meet your career objectives.

JOB HUNTING FOR PILOTS



**Networking
your way to a flying job**

by Greg Brown

Increase your career rate of climb. Whether your goal is jet captain, flight instructor, or any other pilot position, *Job Hunting for Pilots* will help you take command of your career. You'll find pilot resumes, cover letters, interview preparation and much more, addressing everyone from aspiring pilots to transitioning military aviators and old pros changing jobs or careers.

This book will show you how to develop those all-important inside contacts who can help you more quickly achieve your dream flying job. Join thousands of pilots who've advanced their careers with the aid of this unique book.

What people are saying: ●

- "Well written, creative and accurate... There is a lot of meat in those pages." — Dr. Charles Ahlstrand, director of the Career Center at Embry-Riddle Aeronautical University, Prescott, AZ
- "The definitive book for getting ahead in this business." — Capt. O. J. Alexander, pilot interviewer for a major airline



Author Greg Brown's love for flying is obvious to anyone who knows his column, "Flying Carpet," in AOPA's *Flight Training* magazine. Greg has been flying since 1971 and has found jobs as a pilot for both corporate and scheduled flight operations, and helped countless aviators achieve their career dreams.



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