

REBEL



AIR



A story of being a pawn.

**Of having your
trousers dropping to
your ankles.**

And of Captain Candy.

Hello my fellow aviators and beloved mechanics! Welcome to a new series designed to help you with actually doing the job of a pilot.

In flight schools you are just taught how to fly the aircraft. What about how to do the job? I have not seen, nor have I heard of anyone doing this for you guys.

One of the major disconnects in flight training is that there are no mentors. When I was first starting my aviation career there were many World War II veterans at the airports. These veterans went thru the Great Depression. This taught them that money is not everything. Then they sacrificed themselves to fight for freedom in far off lands. Lands that they never even heard of before. They lost friends, they lost loved ones, and they knew the value of helping others. These individuals made the airport a magical place. A place that I could not wait to get back to whenever I could.

This new series called "Flight Club" is in memory of these great veterans who are no longer here to guide us. You are the generation of aviators that will see the next jump in aviation! The first jump was with the French who invented the gliders. The second was at Kittyhawk with the Wright brothers inventing powered flight.

The third was the development of the jet engine at the end of World War II. The forth jump is just around the corner!

This fourth jump is that of going up into orbit! Letting the earth spin below you, and then coming down to your destination. Flights that took days will now be only a couple of hours! Truly, you are the generation that will be known as Astronauts. I could not be prouder, nor more hopeful for your future!

Let's get started on preparing you for your first job! Everyone always talks about and thinks about the airlines. I myself am a corporate pilot. As such, I would like to point out that 60 to 80 percent of the flying jobs out there are corporate, Part 135, or Part 91 jobs! Why is it that no one recognizes this? It is because we corporate guys are invisible! We hide ourselves away at the airports. When you are out there training you are at the flight schools. We on the other hand are at the expensive FBO's. FBO's such as Atlantic Aviation, Signature, and the other big operations. These two worlds do not come together.

Once you start thinking about it almost every successful company has its own flight department. Such as Taco Bell, Amazon, Costco, law firms, car dealerships, and even the guy with a couple laundromats. Why the cloak of invisibility with these flight departments? Because these clients demand their privacy. Their aircraft is their sanctuary and the key to their freedom. They demand privacy! To live with protection from the public.

This is why the first rule of being a corporate pilot is ***DON'T TALK!*** Almost everyone at the airports are good people. It's just that there are two percent out there that cause problems. This two percent are highly effective at what they do. What they do is cause problems, spread gossip, and make your life impossible! When someone comes up to you be courteous. Talk about the weather, and give an appropriate greeting. ***Whatever you do don't start talking!*** Talking about what you are flying. Where you are flying too. Who you are flying. Remember, being at the airport is like being back in junior high school among the mean girls! Anything you say at the airport will be told to your employer within the hour. If not sooner.

Another time to exercise speech discipline is when flying your clients. You will be flying the middle managers and the boss of the company. These middle

managers actually hate each other, and love to play games! They will use you as a **pawn** in the office politics. The Captain will not put up with this, so they will turn to you as the new guy that doesn't know any better. They will tell you awful things about the other managers. That the boss really needs to know about these problems, and what this guy is doing! **Don't fall for it guys!** The boss already knows what is going on. That's why he drinks so much on the flights!

If you start repeating bad news, and especially if you tell the boss...*watch out!* The boss will call you into a meeting. As a pilot we fear thunderstorms, icing, and most of all being called in for a "meeting." Try to say that you have Covid. Cough your brains out, step into oncoming traffic, twist your ankle! Whatever it takes not to go to that meeting. At this meeting the boss will have you, the manager that told you to say things, and the manager that you talked about. The manager that told you things will deny he said anything. That he can't believe you would say such things!

The manager that you talked about will say that you are a derisive little jerk, and he is being correct. If your Captain is there he will be eating "Captain Candy." Captain candy is known to the general public as Extra Strength Tylenol. This Captain will be looking at you with hate, loathing, and complete disgust. You will instinctively feel that he is plotting your demise, and this feeling is one hundred percent correct!



How do you survive this situation? Not well I am afraid....no...not well at all. You will notice that your trousers have fallen to your ankles. That you are all alone. But wait, you are not alone. There will be a line forming up behind you in no time! No fast passes for this line buddy! You ain't at Disneyland. The only hope you have is to say you need to leave right away. To prepare for the next flight! Hopefully you can make it to the door!

Captain Candy! Make sure you get him "Extra Strength!" If you offer regular strength he may hurt you...violently!

Another whooper that will get you is talking with the various clients you fly. As a pilot you are put into that plane with salesmen, managers, politicians, and even people from other companies that may be competitors.

These individuals will want to talk to you about unimportant things. Such as what other planes does the company have? Where do you often fly too? Who do you fly? How much does this guy make? If you engage in these conversations the boss will find out within a day or two. You will be placed on "Stand Bye!"

Yes, just like when you asked one of the pretty mean girls to prom. You will be looking at your phone. No calls, no texts, no love. Remember you are back in Junior High School. Just “Stand-bye” for eternity. “Stand-Bye” is very brutal my young aviators.

What are some corrective measures? How do you train to overcome this deadly threat to your flying career? Please know that speech discipline is like doing touch and go’s. How many times did you fail at a landing and need to go around? Many failures, many bounces, and many “Oh My!” This is the same my friends. When at the airport look for opportunities to practice your speech discipline.

Look for times when you can trash talk another pilot, another flight school, or another business. Practice changing the subject with that person. My all time favorite is getting that person to talk about themselves! People find themselves to be totally fascinating! I don’t know why? They can spend hours taking about themselves! Master doing this and the world is your pearl. Just remember that the really hard part is finding a way to leave the conversation.

Sometimes you are not able to escape the consequences of getting someone to talk about themselves. You find yourself reaching in your pocket for “Captain Candy.” Here is your escape hatch. Pleasantly excuse yourself as you have to prepare for your flight. Look busy if you have too! This one works pretty well on the flight line when working corporate flights. Practice this now at your flight school. You will need time and practice to get good at this. This is a skill more important to your career than any flight maneuver.

Please consider supporting my efforts to improve aviation. The flight patches you see are for free. I do ask for a donation if you can give one! Also please consider me for your next flight review. If you can put together a couple of pilots I can come to your airport. Afterwards, I would be happy to speak to your group about the issues we face in aviation, and most importantly what we are doing to fix things! I also donate my instruction time in a twin engine Piper Seneca II. Just pay for the aircraft and any travel expenses. I would love to train you going into class Bravo airports. Like Las Vegas and San Diego! You are the future of aviation, and as such you are most important!

God Bless! Keep Flying Speed!
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