



# e-Guide to Stretching Your Flying Dollar



## Welcome!

Thank you for downloading Leighnor Aircraft's e-Guide to Stretching Your Flying Dollar.

Since you downloaded and are reading this e-guide, I must assume that you at least are interested in getting a pilot's certificate of some kind and you are at least concerned about cost. Well, you are wise to be concerned about the cost because aviation is not cheap. Airplanes, insurance, and fuel prices continue to increase in cost over the years and operators such as Leighnor Aircraft must pass that cost on to you. But there are strategies you can employ that will at least make your flying dollar go further.

## Strategy #1—Pilot's Certificate

Get the pilot's certificate you truly need.

Over the years, the pilot's certificate has evolved from just the Private Pilot Certificate into two other options for non-commercial pilots to fly – the Sport Pilot Certificate and Recreational Pilot Certificate. Understanding what you can do and not do with each certificate is one of the biggest cost savings possible in recreational aviation.

If you're wanting to become a Commercial Pilot and fly for the airlines, corporate or freight, obviously your base certificate is the Private Pilot Certificate. For the simple reason that you'll be earning other additional certificates and ratings beyond the Private Pilot.

Maybe this isn't you – maybe you're a 40–60-year-old looking at a bucket list item that you always wanted to be a pilot. And the extent of your flying will be to go up and just fly around the area or fly to a nearby city for the infamous \$100-hamburger.

In this case, the Sport Pilot Certificate may very well be the certificate for you.

What does this choice mean economically? To put this choice in perspective, a Sport Pilot Certificate will usually cost half or less than half the cost to acquire a Private Pilot Certificate. This decision could take a potential cost of \$10,000 to \$15,000 down to \$3,000 to \$6,000.

To help you understand the differences, the following chart outlines what you can and cannot do

## About The Author



Your host for this guide is Lance Leighnor, Managing Member and founder of Leighnor Aircraft in Prescott Arizona, which is an aircraft rental company and FAA part 61 flight training provider.

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I will be utilizing several of Leighnor Aircraft's service offerings as examples in how to save money. If you are looking for aircraft rentals and flight instruction in Prescott or Cottonwood Arizona, we can help you stretch that flight training dollar. If you are located elsewhere, many companies and schools may offer some or all the examples I will be using.

I have been around and involved in aviation most of my life. My father was a leading figure in the Experimental Aircraft Association (EAA) in the Midwest and built two homebuilt aircraft. One aircraft was a racer, the other aircraft and for which he is well known in the EAA ranks, is for his grand champion biplane, Mirage II.

I grew up watching and helping my dad build this aircraft and when I went away to college in 1977, I quickly got involved with the local flying club and FBO and got my Private Pilot Certificate in 1979. Instrument Rating, Commercial Pilot Certificate and Flight Instructor rating followed over the next couple of years. Due to family finances, I bounced in and out of general aviation until my mid-50s.

I then got into leaseback ownership, followed eight

with the various pilot certificates.

Quick Comparison of Pilot Certificates			
Type of Operations or Privileges	Private Pilot	Recreational Pilot	Sport Pilot
Requires FAA Medical Certificate	Yes	Yes	Medical or U.S. driver's license and self-certification
Aircraft Size Limitations	Unlimited (certain aircraft will require specific type ratings)	180 HP max 4 seats max	1,320 lb. max certificated gross weight 2 seats max
Aircraft with Retractable Landing Gear	Yes	No	No
More than one passenger may be carried	Yes	No	No
Minimum flight training time required under FAR Part 61	40 hours (based on reported averages, it typically takes 70 hours)	30 hours (based on reported averages it typically takes 44 hours)	20 hours (using the Private and Recreational averages, it could take up to 33 hours)
Flight in Class B, C or D airspace	Yes	Only with additional flight instruction	Only with additional flight instruction
Night Flight	Yes	Yes. No passengers and under CFI supervision to obtain additional certificates/ratings	No
Flight outside United States airspace	Yes	No	No
Less than 3 miles visibility	Yes, in uncontrolled airspace	No	No
Sightseeing flights benefiting a charity or community	Yes	No	No
<b>Please consult the current regulations for specific details on regulatory compliance</b>			

## Strategy #2—Aircraft Selection

Train in and fly a Light Sport Aircraft (LSA) as much as possible.

In 2005, the FAA authorized a new class of airplanes called Light Sport Aircraft, or LSAs. These aircraft were restricted in speed, gross weight, flight operations, and number of seats in the aircraft.



*Aeroprakt A22LS Foxbat—One of the most utilitarian Light Sport Aircraft built today!*

The point of this new class of airplanes was to make flying more affordable as the thought was that aircraft built and certified under these new rules would cost less to build and operate.

To illustrate the restrictions, the maximum speed of an LSA aircraft is limited to 120 knots, the max gross weight cannot exceed 1320 pounds, flight operations are daytime operations only, and there are a maximum of two seats in the aircraft. The aircraft must also stall no faster than 45 knots.

Kind of sounds like this aircraft might make a good trainer. They stall slow, do not go super-fast, do not have overly complex systems to manage and have two seats.

LSA aircraft do make great trainers, and I will introduce an LSA aircraft to you shortly. But let us examine the economics of the flight training environment.

In Prescott, virtually every other flight school or rental company is using Cessna 172s as their trainer of choice. Cessna markets the 172 as the “*world’s most popular trainer*” and Cessna is probably not wrong here. Leighnor Aircraft’s rental fleet has 172s as well, but we also train in and emphasize the cost savings in LSAs.

### Aircraft Acquisition Cost

To start our economic analysis, look at the cost of a new Cessna 172. In 2021, this aircraft new is a \$450,000 airplane well-equipped, which is a lot of money!



To contrast that Cessna 172, I would like to introduce you to the Aeroprakt A22LS, callsign Foxbat. This is a two-seat high wing light sport aircraft that stalls around 28 knots, is off the ground around 40 knots and her max cruise is right around 90 knots. This aircraft has superb visibility out of the cockpit and what is nice for a LSA aircraft, has a useful load of nearly 600 pounds. What

is even nicer is this aircraft, well-equipped new can be purchased for roughly \$125,000.

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years later by the founding of Leighnor Aircraft in Prescott in 2017 with one little Cessna 162. As I write this e-Guide in 2021, our air fleet has grown to thirteen planes – and yes, we still have that little Cessna 162! I have experienced a lot of aviation over my life – some great, some good, some bad and some severely ugly.

My goal in this guide is to pass on some of the lessons I’ve learned over my years in and around aviation.

Lance Leighnor  
August 2021

### Want your own A22LS?

Leighnor Aircraft is the Southwest Dealer for Aeroprakt Aircraft in North America.

The A22 is a very affordable and capable LSA aircraft. It has one of the highest useful load ratings in the class and can be customized to a buyer’s very specific requirements.

For example, you want skis? No problem! Float plane? Ditto!

You may also select from three different flight control systems (Yoke, Y-stick and stick) as well as a wide variety of instruments and avionics.

The A22LS has a nearly 600-pound useful load. What this means in practical terms is two 230 pound passengers and half fuel are legal in this airplane!

**Call Leighnor Aircraft today!  
844-LUV-2FLY (844-588-2359)**

From a flight school operator perspective, I can purchase one Cessna 172 or three Aeroprakt A22LS aircraft and even have money left over. This means I can train three times the students for the same airplane purchase cost.

Are you starting to see why LSA aircraft can be the best friend to your flying dollar?

### Aircraft Maintenance Cost

To further examine the economics, let us now look at aircraft maintenance. Let us also baseline aircraft mech time and expense too. Depending on your market, an aircraft mech may be as low as \$60/hour for maintenance and as high as \$100/hour or more. For the purposes of this comparison, we will use a mech hourly rate of \$75/hour.

Many rental pilots also do not know a lot about what is required to maintain aircraft in a rental fleet. Without going into a lot of details, an operator such as Leighnor Aircraft is required to do inspections every 100 flight hours. Furthermore, this same inspection is required to be done on an annual basis. And a wise operator will at least change the oil every 50 hours of engine operation.

These inspections involve removing all inspection panels, many fairings, cowlings, wheel pants if the aircraft has them and parts of the interior. Each aircraft has inspections that are well prescribed by the aircraft's manufacturer.

A Cessna 172 100-hour inspection is a labor-intensive event. There are dozens of inspection panels to remove, some fairings and some interior. A good shop can usually do a 100-hour inspection on a Cessna 172 in two eight-hour days assuming no defects requiring extra work are found. So, the cost is 16 hours of labor, which at \$75/hour is a \$1,200 maintenance event. You will have an oil change which will be oil and filter and that will probably bump your cost up with consumable supplies to nearly \$1,300.

Now let us go do a 100-hour inspection on our Aeroprakt A22LS Foxbat. First, we must take off the inspection panels – wait a sec, I do not see any inspection panels on this aircraft! No fairings to remove either. And wonder of wonders, no interior to remove. And every flight control is easily accessible. The bottom line is that a good shop can knock out a 100-hour inspection on an A22LS in a morning or long morning, so we will use 6 hours of labor as comparison. So maybe \$450 for this maintenance event. As the A22LS has a smaller engine and uses less oil (3 liters versus 8 quarts), we will add another \$50 for consumable supplies used during maintenance, making a 100-hour inspection an even \$500 maintenance event.

\$1,300 versus \$500. Can you see why that LSA aircraft can stretch your flying dollar?

### Aircraft Operating Cost

Next, let us examine operating costs of these two aircraft. The typical Cessna 172 is powered by a 180-HP aircraft engine, which will burn 8-11 gallons of fuel per operating hour. Her engine contains 8 quarts of oil and traditional aircraft engines on average will burn 1 quart of oil for every 10 hours of operation.

The Aeroprakt A22LS Foxbat is powered by a 100-HP Rotax 912 engine, which will burn 4.5 to 5 gallons of fuel per operating hour. The Rotax

Aircraft	Gas Cost	Hours	Total Fuel	Fuel Cost	Oil Cost	Oil Burned	Total Cost
C-172	\$6.05/gal	55	550	\$3,327.50	\$9.00/Qt	5 @ \$45	\$3,372.50
A22LS	\$6.05/gal	55	275	\$1,663.75	\$9.00/Qt	1 @ \$9	\$1,672.75

engines do not burn oil like a traditional aircraft engine, so we will leave oil out of the operational comparison but will assume one liter used.

If you are reading this guide, let me assume you wish to obtain your Private Pilot's Certificate. The federal minimum required total flight time is 40 hours, however the national average is between 60-70 hours. For the purposes of this comparison, I will use 55 hours for both aircraft. I will also use 10 gallons per hour for the 172 and 5 gallons per hour for the A22LS.

For the same flight hours, the physical operating cost of an A22LS is less than half the operating cost of the 172. Does this comparison start to make it clear why that LSA aircraft is really a good friend for stretching your flying dollar?

### Aircraft Insurance Cost

There is one more comparison that needs to be made and it is a comparison everyone hates – insurance! I am going to assume most aviators know nothing about aviation insurance, so here is a quick primer.

Aviation insurance consists of two parts, liability insurance, and hull value insurance. The liability portion of the insurance premium is based on number of seats, put simply, the more seats in the aircraft, the higher the premium. In Leighnor Aircraft's current policy year, a 2-seat aircraft liability premium is around \$2,500/year. A 4-seat aircraft has a \$2,850/year premium. The manufacturer of the aircraft is irrelevant, it is the number of seats that is the cost for liability.

Then there is hull value insurance. This value is based on what it would take to replace or fix the aircraft if something bad happened. An Aero-

prakt (new) has a hull value premium of around \$3,800/year with the TAP (total annual premium) around \$5,800 to \$6,000/year. The hull value premium on a brand-new Cessna 172 would be in the ballpark of \$15,000/year with a TAP approaching \$18,000/year.

The new A22LS insurance premium is about a third of the new Cessna 172 premium. See how friendly that LSA aircraft is to your flying dollar?

## Aircraft Rental Prices

An aircraft rental company such as Leighnor Aircraft must take all these factors into consideration when setting the cost per hour that we are going to rent the airplane to you, the prospective aviator. We must cover these costs plus have some reserve for engine overhauls as well as profit. Therefore, most 172s in Prescott are near \$200/hour as I write this guide. Our LSAs are rent at below \$150/hour.

To understand how this impacts you, the prospective flight student, I offer this final example.

When people ask us the inevitable question of *“how much will it cost?”*, our answer is quite simple – *“if you can train in the LSA aircraft, your total cost will be between \$6,500 and \$9,000. If you train in the 4-seat airplanes (Cessna 172s), your cost will be between \$10,000 and \$15,000.”*

This is an example just for a Private Pilot Certificate. If you use the LSA aircraft as much as possible, you can easily save tens of thousands of dollars while getting multiple ratings and certificates.

## Training You Can Do With LSA Aircraft

Many pilots and perspective pilots have the opinion that LSA aircraft are “toy” airplanes and not suitable for all training needs. This is a myth and a costly myth at that.

To bluntly answer the question, the only training you cannot do in a LSA aircraft is a multi-engine certificate as LSAs are limited to a single engine. LSA aircraft can easily do:

- Sport Pilot Certificate
- Recreational Pilot Certificate
- Private Pilot Certificate
- Instrument Rating (requires an LSA aircraft with GPS navigator and appropriate avionics, which Leighnor Aircraft does not have. But much preliminary instrument work can be done in all LSAs)
- Commercial Pilot Certificate (if the aircraft is equipped as a Technically Advanced Aircraft (TAA), then the 10-hours complex time requirement can be done in this aircraft)
- Flight Instructor

## Time Building

Time building is the bane of all aviation training. Nearly all ratings and certificates have a minimum flight time requirement that must be met, such as 40 hours total time for a Private Pilot Certificate or 250 hours total time for a Commercial Pilot Certificate.

The FAA does not care what type of aircraft you get your time in, they are looking strictly at a total time number. To illustrate the savings, I will use the Commercial Pilot Certificate with 250 hours of total time required. Let me further assume that 50 hours of this time is you getting dual instruction for both your Private and Commercial Certificate. Let me also knock off another 50 hours for the Instrument Rating.

That still leaves 150 hours that a student must fly to be qualified to take the Commercial Pilot Certificate practical test.

So why not use the most affordable aircraft out there to build your time?

The 172 rents for \$178/hour and the LSA rents for \$146/hour at Leighnor Aircraft, which is a cost difference of \$32/hour. Multiple \$32/hour times 150 hours and you get \$4,800 savings. That amount is over half the cost of getting your Private Pilot Certificate.

Are you seeing why training in and flying LSA aircraft is your number one way to save money in flying?

## LSA Aircraft Limitations

LSAs are great trainers for most ordinary people. But if you are that 6’8” 285-pound ex-special forces warrior, you likely will not fit in a LSA aircraft. An Aeroprakt A22LS has a 600-pound useful load and can carry tall pilots, but there are limits. If you are a “big” person, you will probably have to step up to the Cessna 172 or even possibly the Cessna 182.

To conclude Strategy #2, the acquisition, and all-around operating costs of an LSA aircraft are a fraction of the cost compared to a Cessna 172 or similar 4-seat aircraft used as trainers. This cost savings gets passed on to the renting pilot in the form of lower aircraft rental rates.

So, search out a school that offers training in LSA aircraft as flying LSA aircraft will save you a large amount of money over the course of acquiring your ratings and certificates.

## Strategy #3—Prepay Flight Time

Use block time or prepayment credits for money put on account.

The next money savings strategy is to pre-pay as much of your training as you can. A lot of schools and rental companies offer the ability to buy hours in an aircraft cheaper than ala cart by pre-paying for those hours ahead of time.

There are two flavors of this savings mechanism, one flavor is typically specific to a type of airplane, the other flavor is good for all aircraft in the fleet.

I am of course talking about what is called block time. The concept is simple, a pilot or student purchases several aircraft rental hours up front and gets a discounted rate for those hours. In most cases, the more hours you purchase, the better the discounted rate you get. Block time is typically specific to a class of airplane, such as LSAs or Cessna 172s. The key determinate factor is those aircraft all must rent for the exact same amount of money.

Let me give you an example. Let us suppose a school has a fleet of 172s that normally rent for \$185/hour. But to encourage people to fly, schools will offer a discounted rate if you buy hours ahead of time. For example, in our mythical school, the block rate for a purchase of 10 hours might be \$177/hour, but the hours must be all bought up front. Then as you fly, these hours are consumed.

The other thing you must be aware of is that refund policies will vary drastically. Some schools will refund all the money no questions asked, some schools none of the money, and some schools will forfeit a percentage of the money as the account ages.

The other flavor of block time is simply putting money on account, which may be used for any aircraft. In many ways, this method is simpler to administer particularly if the aircraft fleet is large and diverse like Leighnor Aircraft's rental fleet. Which as you might imagine, is the method that Leighnor Aircraft chose to implement to provide this type of discount.

This savings is implemented by allowing pilots to purchase money on account. As part of the purchase process, based on the amount, your account within the billing system is credited with additional dollars which you can use to fly. To use our program as an example, the top purchase of money on account is \$7,500 and you get credited an additional \$1,800 to fly. Using that example, you have \$9,300 flying dollars at a cost of \$7,500.

These types of programs are a win-win for both the student and the school. The pilot gets discounted flying, and the school gets cash flow and operating capital. As before, be aware of the refund or forfeiture policies. In many cases, you will find if you disappear for six months that you may have forfeited some portion of your money or block time hours. Read your rental agreements carefully as these agreements will give you the forfeiture conditions and the refund process.

The main disadvantage to these types of programs is that you must have the money up front. However, schools will typically have varying tier levels, both for block time and money on account. In the case of Leighnor Aircraft, our lowest purchase point starts at \$500. The credit is not a lot at that level, but remember every dollar saved helps you fly more.

## Strategy #4—Memberships

Some schools and rental companies, but certainly not all schools, may have a membership program that provides a benefit to the member. Typically, how these programs work is the pilot pays a monthly dues or subscription amount and this membership will activate a different rate tier for the pilot when the aircraft is rented. There may or may not be additional benefits as well.

To use Leighnor Aircraft as an example, we have our Wings Over Yavapai (W-A-Y) membership, which costs \$34.95/month plus taxes. This membership provides two benefits to our members:

1. Each aircraft has a lower rental rate for W-A-Y members than non-W-A-Y members. At the time of this guide's publication, the difference at Leighnor Aircraft is \$7/hour on all aircraft.
2. Leighnor Aircraft waives the insurance deductible in the event of an incident for W-A-Y members.

The important point to understand with memberships is that you must use the benefit. If you join or subscribe to a membership, you will be billed monthly. If you do not fly, you are still billed. What is even worse is if you go off on vacation for a couple of months and are still being billed. To make this strategy work successfully, you must fly.

For this strategy, make sure you understand the membership. Some schools may require a specific time commitment, for example 6 months or a year before you can cancel.

## Strategy #5—Referral Programs

In the wild wooly days of the Internet's beginnings, many tech companies today that are mammoth were exceedingly small and started on a shoestring budget. No better example exists than Amazon, which got its start in Jeff Bezos' garage. Today, Amazon is an ecommerce behemoth selling everything from books to groceries to anything that can be shipped.

Besides creating a superior buying model, how did Amazon grow so quickly? One part of their growth strategy was their referral program. This program worked by individual website owners putting ads for products they liked on their own websites with a special link back to Amazon to credit them for the sale. Effectively what this program did is turn thousands of websites into Amazon product sales portals. The site owner got a nice bonus and Amazon moved more product and effectively opened thousands of branch locations.

Some flight schools and companies may have a similar program. I mention the referral program in this guide because Leighnor Aircraft has such a program. The program works by crediting referring pilots with flight credits when a new pilot signs up and flies. These programs may have no top end, if the person referred flies, the referring pilot gets a credit.

In the case of Leighnor Aircraft's program, we credit based on the hourly cost of an LSA flight hour. When a new pilot signs up, the referring pilot gets an hour equivalent credit once the referred pilot flies an hour. Then for every hour after that first hour, we credit an hour for every ten hours flown.

If you fly at a school or company that offers a referral program like the example program above, take advantage of the benefits. These programs do require you to tell your friends and get them to sign up and fly, but this program also can provide hundreds of dollars a month in referral credits to a referring pilot. The credits for Leighnor Aircraft's referral program are non-refundable credits. The pilot receiving the credit may certainly spend the credits flying but the credits cannot be refunded as cash in the event the pilot decides to close the account.

## Strategy #6—Understand Your Rental Agreement

Know your risks and understand your rental agreement.

Everything in life has risks and renting and flying an airplane is no exception. To fully understand where you might be at risk – particularly dollars-wise – know and understand your aircraft rental company's rental agreement.

The rental agreement is the document every good aircraft rental company will make you review and sign indicating you will abide by the rules found within the agreement. For Leighnor Aircraft, reviewing and acknowledging the rental agreement is required before any flight can take place.

So, what are some of the surprises that an unsuspecting pilot might not account for?

Probably the number one surprise is what happens if the airplane breaks down some distance from the aircraft's home base. Many pilots naively believe they have no financial liability here, which is unfortunately far from the truth.

If you're stuck in a small town 350 miles from your aircraft rental base, who is responsible for getting you and any passengers back to home base? Many pilots believe it's the rental company's responsibility and it's not – it's the responsibility of the pilot and passengers. The same is true of lodging and meals. If it's late in the day and you need a place to stay – it's the pilot's and crew's responsibility, not the rental company's responsibility.

Just like a rental car, you can't just leave a rental aircraft wherever you want. If you're in a broken-down airplane and you can't stay to get it fixed and returned to base, the rental company typically can charge the renter pilot to reposition the airplane back to its home base.

A note on broken-down airplanes – any repair will have to be coordinated with and approved by the rental company. The pilot renting the airplane has no authority to make these decisions, only the aircraft mech team or Director of Maintenance at the rental company has the authority to make these decisions.

When you are flying rental aircraft, you must at least be aware that you might have unexpected expenses occur as part of your flight costs. Most rental agreements give the rental company wide discretion on whether they will charge any or all these expenses. This is true of Leighnor Aircraft's agreement as all the clauses surrounding these types of events are at the company's total discretion.

The second big surprise is block time or credits for money on account. Most plans have some level of expiration time on how long this money or time is available if the renting pilot goes totally off-grid. For Leighnor Aircraft's credits, at six months absence, 50% of the balance is forfeit. At twelve months, it's 100% if you ask for a refund. So, it'd be financially irresponsible to purchase block time or put money on account and then vanish. Most good rental companies will cheerfully refund your block time or credits for money on account if you follow the rules established in the rental agreement. Deviate from those rules – it's quite costly.

The third big surprise is membership dues. It's like a gym membership – if you use the membership, all is good and many times it's a good deal for the renting pilot. But start skipping the gym – or the cockpit – and this situation is free money for the rental company. Most member-

ships are good deals, but only if you use the membership.

The fourth big surprise is cancellation fees. Most busy aircraft rental companies have cancellation fees, and many companies have a reservation overbooking fee. What no company wants is a pilot to book an aircraft and then be a no-show. You didn't fly the airplane, so no revenue there. What's worse, is you kept someone else from possibly renting the airplane. In these cases, particularly if the cancellation is right before the flight, you may get hit with a cancellation fee.

Most companies will not charge a cancellation fee if the cancellation is a safety of flight issue, such as weather and pilot health, regardless of how close the cancellation is to the reservation. No operator wants their rental pilots going up sick or into adverse weather conditions.

The overbooking fee typically is found if you reserve an airplane for a 3-hour flight – and then only fly 45 minutes. The same situation applies here – you kept other people from potentially renting the airplane. What some companies may do is charge you a minimum time based on the hours you booked. For example, let's use that 3-hour reservation. If you fly 45 minutes, that's less than one-third of the time booked. What a company may do is charge you for 75% of the time reserved as a minimum charge. In this case, instead of 45 minutes, the flight would be billed out at 135 minutes.

The fifth surprise is a minimum flight time per day charge. Every rental company I'm aware of typically has some level of daily minimum charge if you're gone overnight. What no operator wants is a person to reserve a plane Friday night through the weekend to fly a short distance and party for the weekend, coming back Sunday evening. The rental company is getting two to three hours revenue for an aircraft that was gone all weekend and is unavailable for other renters.

## In Conclusion

Thank you for taking the time to download and read Leighnor Aircraft's e-Guide for stretching your flying dollar. If you closely follow the strategies presented above, you will save hundreds if not thousands of dollars over your flying career. Many of these strategies will work and can be implemented at just about any aircraft rental company or flight school.

Our mission and vision at Leighnor Aircraft is to help create and expand a thriving General Aviation community in the localities we serve. It is in this community where aviation got its start and where many of aviation's innovations occur.

Every conscientious member of the aviation community wants safe and highly skilled pilots. The alternative is a danger to every member of the community and to aviation itself. But we also cannot forget that aviation is a tremendously rewarding, fun and passionate place to be. Sadly, in these days of "pilot mill" flight schools creating airline pilots at a breakneck pace, the fun and passion has been forgotten or become "unprofessional".

Not at Leighnor Aircraft.

If you need flight training or rental aircraft in the Prescott or Cottonwood Arizona communities or any of the outlying areas nearby, check us out online at <https://www.LeighnorAircraft.com> or give us a call at 844-LUV-2FLY (844-588-2359). You're also welcome to visit us at our home base at the Prescott Regional Airport on the south ramp.

Thank you for reading our e-Guide and Blue Skies!



**Lance Leighnor**  
Founder and Managing Member  
Leighnor Aircraft—Prescott Arizona