**CFI Guidance for Intro Flights**

Introductory flights are an exciting experience for our first-time student pilots. For many they provide the student’s first experience in a light plane. For all, they provide an experience to learn new aspects of sport aviation in a unique aircraft. As such, an introductory flight can be one of the most challenging flights conducted by a flight instructor. It is up to the instructor to tailor the flight to the student’s interests to elicit the student’s strong feelings of excitement and enthusiasm for light sport aviation. We want our instructors to make the introductory flight one a student will remember with great positive emotion, hence wishing to become a lifelong customer of our company.

For intro flights in the Skyhawk, it is permissible to carry passengers. Remember additional headsets as appropriate and to brief the passengers on seat-belts, turbulence, sick bags, etc.

**The Interview**

While the introductory flight does not necessarily include any ground instruction time, the instructor should spend at least ten minutes on the ground interviewing the student to learn about his experience and desires. Such information is vital to tailoring the flight to a student in a way that makes it exciting and memorable. Some general questions that should be included during this interview:

1. What caused you to become interested in aviation?

2. What are your aviation goals?

3. Have you ever been up in a light plane before?

4. Where do you live? (It may be possibly to let the student see his house from the air in the course of the flight.)

5. What are your expectations and interests for the flight today?

**Flight Guidance**

The flight should be tailored around the answers to these and other interview questions. FAR §91.327 prohibits the use of special light sport aircraft for commercial sight-seeing flights and sight-seeing flights in any aircraft require an FAA approved drug testing program and a stack of paperwork—the weight of which far exceeds the useful load of all of of CSP's aircraft. This, and the fact that an introductory flight should also serve as a sales flight for future flight lessons with our company ,means that the primary goal of the flight must be flight instruction/demonstration. The flight portion of lesson 1 on the CSP Sport Pilot syllabus is designed to serve as guidance for conducting this flight. The student should be seated in the left seat of the RV-12, Tecnam, or Skyhawk. The student should be allowed to perform as many of the flight maneuvers as you and he/she are comfortable with.

Lesson 1 Flight Items

* Engine Starting
* Taxiing
* Before-takeoff check (you should perform the checklist while explaining the process)
* Normal or crosswind takeoff and climb (if the winds are light, let them assist in takeoff)
* Effect and use of primary flight control systems and trim
* Practice area familiarization (A simple “this is where we fly” is sufficient,but fly over their house if reasonable to include)
* Normal or crosswind approach (If their skills allow, let them fly back into the pattern but you do the landing).

That being said, no two introductory flight students are the same. Some are experienced pilots just trying out a light sport plane for the first time. In such a case, the pilot might enjoy a flight with more rigorous air work similar to that of a checkout flight. In other cases, the student may clearly express that he has no interest in pursuing lessons but always wanted to see what the Eastern Shore looked like from aloft. While the sightseeing person should be given an enjoyable tour, it does not hurt to let them experience the thrill of flying. For the majority of students though, syllabus lesson one should be used and tailored to their desires.

**Timing**

Efforts should be made to end the flight after .7 hours have elapsed on the Hobbs meter and log a total of 1 hour of instructor time.

**Post Flight**

Time should be allotted to properly debrief the student, correctly bill him/her (sales tax is included in the cost of an intro flight) and sign him/her up for flight lessons if he/she is so interested. He/she should be sold a pilot kit and be encouraged to set money on an account. He/she should also complete a folder. Please find out the student’s availability, weight, and aircraft preference as well. This information should be left with the folder in Helen’s mailbox, preferably with a follow up phone call to Helen. Please also let her know if you would be interested in taking on this student.