



RWR Pilot Training

Malibu - Mirage - Meridian

*Insurance Approved Initial & Recurrent Training Programs
Designed to Make Your Flying Safe and Enjoyable
Provided When and Where You Choose*



INFORMATION PACKAGE



PA46-500TP Meridian - Grace, class and performance. The Meridian looks fast on the ramp and performs at all Flight Levels.



PA46-350 Mirage - You'll never make an understated arrival again.



PA46-310 Malibu — A classic cabin class performer.



PA46-R350-T Matrix - Which would you rather command, a cockpit or a flight deck?

[Page 1 of 9]

Fly Safely – Train Often

Phone 410-435-3333 - Toll Free 866-870-8196 - Fax 410-435-7311
www.rwrpilottraining.com - mail@rwrpilottraining.com
Richard W. Rochfort - 6031 Bellona Avenue - Baltimore, Maryland 21212-2923



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5 IMPORTANT CONSIDERATIONS REGARDING PA46 FLIGHT TRAINING

- ✓ **Program:** An organized, effective training program with proper approval:
 - FAA Industry Training Standards (FITS) Approved
 - FAA Wings Approved
 - Insurance Industry Approved
- ✓ **Instructor:** An experienced, dedicated, full-time instructor with Master CFI qualifications working exclusively in the PA46 aircraft.
- ✓ **Method:** First-class, proven training methods, which take advantage of dedicated PA46 procedures and the latest technology to make a practical difference in your level of safety, confidence and comfort.
- ✓ **Cost:** A competitively priced program delivered when and where you choose.
- ✓ **Insurance:** Your training company should have their own primary aircraft and liability insurance for training in your PA46 aircraft. Please note that most instructor policies exclude pressurized and turbine powered aircraft. This insurance is expensive, so be sure to get evidence (a certificate of insurance) that your instructor is properly insured in PA46 aircraft prior to any training in your aircraft. You should also ask your broker to add your instructor as named insured on your policy with a waiver of subrogation. Both are necessary in today's environment.



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Program

Initial Training is designed to transition you safely and comfortably into the Piper Matrix PA46-R350-T, Piper Malibu PA46-310, Piper Mirage PA46-350 or Piper Meridian PA46-500T from your high performance piston single engine aircraft.

The following materials are provided with the initial training program:



- An aircraft specific weight and balance plotter
- A copy of the AFM
- A current copy of The PA46 Pilot Reference Library on DVD. It includes the entire FAA Database (including a current FAR/AIM) in a digitally searchable format, Pilot Information Manuals, Parts and Maintenance guides, plus many video demonstrations, articles and information pertaining to the PA46.
- Video excerpts from your training will be provided to you on a USB memory stick at the completion of the training so that you may review what we have accomplished and further study new procedures.

The 30-hour (40 hours for the Meridian) performance based syllabus is FAA Industry Training Standards (FITS) approved. It is also approved by the FAA as a Wings Educational Seminar (FAA Wings #047). It presumes you are rated and current for instrument flight, have at least 500 Hours PIC time and have reviewed the AFM; however, this is not required.

Training Outline - The initial program includes up to 30 hours of flight and ground training (up to 40 hours for the Meridian), including aircraft systems and limitations, expanded walk around, CPT (Cockpit Procedures Training), familiarization flights, IFR briefings, and LOFT (Line Oriented Flight Training).



➤ **Systems Introduction (4 hours):** Each aircraft system is reviewed from a pilot's perspective with strategies for proper use. The purpose of the systems overview is to help you understand how each system will act/interact in a given situation. Normal and abnormal situations are discussed. The systems include Aircraft General, Engine/Propeller, Fuel, Electrical, Landing Gear/Brakes, Flight Controls, Environmental Systems, Weight/Balance, Performance, Emergency Procedures, Flight Director/Autopilot, Flight Instruments and Avionics, EFIS, Weather Avoidance equipment, Autopilot Operations, Cabin Pressure System, Anti-Ice and De-ice Systems, Aeronautical Decision Making (ADM) and Risk Management (RM) as they pertain to these elements. This training is conducted in a classroom setting, aircraft expanded walk-around and multiple CPT (cockpit procedures training) sessions.

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- Cockpit Procedures Training (CPT) (4 Hours): CPT is designed to allow you to discover everything on the aircraft panel, how it functions and how it is integrated into various flight conditions. The avionics are powered up with an external 28V DC power source and thoroughly reviewed. Each annunciator is discussed including the relevant checklist. Checklists, flows and memory items (Normal, Abnormal and Emergency) are reviewed in detail in preparation for the first flight in the aircraft.



- Flight #1 (2 Hours): The first flight in the aircraft is usually conducted in good VFR conditions and is used to “discover” basic power settings and pitch attitudes which can be replicated for various flight regimes. Air work is conducted to explore the aircraft's flight envelope and includes stalls, steep turns, unusual attitudes and other basic maneuvers found in the FAA Practical Test Standards for the rating held. These maneuvers are done using typical realistic scenarios (at a safe altitude). Aeronautical Decision Making (ADM) and Risk Management (RM) will be emphasized as they pertain to these flights.

- Flight #2 (2 Hours): This flight allows you to transition to the VFR approach and landing environment where we will perform practice landings and takeoffs. We will use wind conditions to set up crosswinds and conduct short field operations as well. I will share strategies for determining safe runway length. We may also perform zero thrust landings to a predestinated spot. Aeronautical Decision Making (ADM) and Risk Management (RM) will be emphasized as they pertain to these flights.

- BFR/IPC and Systems Review (4 Hours): This oral review is given as a way to review the information already presented, as well as a thorough review of the FAA regulations governing part 91 operations. It exceeds the requirements for the ground instruction required by the FAA for the Biannual Flight Review.

- Flight #3 (2 hours): Straight and level flight, climbs, turns, descents, basic holds, tracking, DME arcs will be flown in actual or simulated instrument conditions. We will use and integrate each item of avionics in your specific panel (ADF, GPS, RNAV, WAAS, radar altimeter, storm scope, weather radar, electronic charts, weather up/downlink etc) until you know when and how to use them. Aeronautical Decision Making (ADM) and Risk Management (RM) will be emphasized as they pertain to these flights.

- Flight #4 (2 Hours): Precision and non-precision approaches will be flown to published minimums. The concept of the visual descent point (VDP) will be thoroughly integrated. When you have mastered them (with and without the autopilot) we will do some more with raw data and various other simulated abnormal and emergency conditions. Aeronautical Decision Making (ADM) and Risk Management (RM) will be emphasized as they pertain to these flights.

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- **Pre LOFT Review (2 Hours):** This is a planning session which will make the LOFT portion of your training more effective. We will discuss flight planning and review weight and balance and performance issues. High altitude flight strategies and emergencies are discussed.
- **Flights #5, #6, #7, & #8 (8 Hours):** Line oriented flight training (LOFT) is your opportunity to put it all together and conduct at least 4 legs of cross-country flight. You pick the places, plan the flights (including fuel calculations and weight/balance), file and fly your aircraft at its service ceiling. We will review all aspects of high altitude physiology, pressurization abnormalities and emergencies, Aeronautical Decision Making (ADM) and Risk Management (RM) as they pertain to these flights.

Recurrent Training is designed to review your safety and comfort level in the Malibu - Mirage - Meridian aircraft and bring you to the next level, regardless of your previous experience. You and I will design a challenging 15-hour performance based curriculum from the 30-hour FITS/Wings approved Initial Training syllabus.



This recurrent training program is FITS (FAA Industry Training Standards) approved and approved by the FAA as a Wings Educational Seminar (FAA Wings #047). We will concentrate on the areas that have the most value to you, based on the type and quantity of flying that you do, including emergency and abnormal operations, Emergency

Escape Procedures, Aeronautical Decision Making (ADM) and Single Pilot Resource Management (SRM). It presumes you are rated and current for instrument flight and that you have read and understand the AFM.

The training includes up to 15 hours of flight & ground training over a two-day period. Completion standards are in accordance with FAA Practical Test Standards for the rating held. Upon successful completion you will receive a Certificate of Completion, and endorsements for the Biannual Flight Review, and Instrument Proficiency Check. One day programs are available for qualified pilots who have received approved training within the last 6 months.

These aircraft are full featured and systems oriented. Professional pilots fly many more hours per year in mentored, crew flown aircraft which are, in some cases less complicated than your aircraft. I encourage all participants to consider training at least every 6 months.

Those willing to train twice per year are eligible for a one day (up to 7 hours) "6 Month Review" which is primarily evaluation and it is conducted on a pass/fail basis.

Completion Standards are in accordance with FAA Practical Test Standards for the rating held. Upon successful completion you will receive a Certificate of Completion and endorsements for Biannual Flight Review, Instrument Proficiency Check, and High Altitude Operation (where applicable). If standards are not met in the time allotted, we will formulate a strategy for getting you to the required level of proficiency and develop a supplemental training schedule that is likely to be successful for you. If you perform to ATP standards during the training and you agree to adopt the PA46 Standard Operating Procedures, you qualify for and will receive a Pro Card. This card may entitle you to discounts on your aviation insurance.

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Other Services - If you are purchasing an aircraft, I am generally available on a consulting basis to provide assistance locating a suitable aircraft and verifying its condition (from a pilot perspective). This service would include an aircraft acceptance inspection flight and/or aircraft relocation world-wide. I can also provide a custom training plan to your insurance broker. This will help him or her secure the best value for your insurance dollar. I generally accept a retainer for this type of work. Call me directly so I can know your interests and provide you with the specific details.

Instructor

Effective PA46 pilot training is difficult to find because instructor turnover is high; additionally, many instructors have limited experience with these technically advanced aircraft and the challenges associated with training owner pilots.

Dick Rochfort is a full-time pilot instructor working exclusively in the Piper Matrix, Malibu, Mirage and Meridian aircraft (PA46). He provides 60 to 80 insurance-approved initial and recurrent programs each year all over the US, Canada and Western Europe, specifically in these aircraft.

He serves as pilot instructor for the Malibu/Mirage Safety and Training Foundation and he is an FAA Aviation Safety Counselor for the Baltimore Flight Standards District Office. He is qualified by The National Association of Flight Instructors as a Master Certified Flight Instructor and he is a National Industry Member of the FAA Safety Team.

Dick has been teaching pilots of all experience levels for over 20 years with no accidents. In addition to corporate flying, his background includes clinical psychology and human factors engineering. This experience gives him additional insight into the learning process for owner pilots whose learning styles tend to differ from those of professional pilots.



"I am able to help you attain your aviation goals by sharing the PA46 specific procedures needed to become safe and comfortable in your aircraft, no matter how long you have owned it. I do this by providing the right mix of procedure oriented specific training elements.

It is proven that specificity training creates the best environment for learning. If you train with me in your own aircraft using dedicated procedures, you will learn faster and retain skills longer.

I will apply my highly successful methods to meet your specific requirements and you will train at the location of your choosing."

Richard W. Rochfort ATP, MCFI, CFII, MEI

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Method

Effective pilot training in the PA46 requires an emphasis on proper procedure. We will develop checklists, flows and memory items specific to your aircraft early in your training. This will help you avoid unwanted distractions and improve your level of safety and comfort. These proven methods are essential in helping to reduce the PA46 accident rate. Because owner pilots learn most effectively in their own aircraft, I will use a 28V ground power supply to convert your aircraft into a ground-based, type-specific cockpit procedures trainer so that effective learning of normal and emergency procedures can take place safely and without distraction. Additionally, I will create short video/audio clips of your flight training which I will provide to you, so that you may review these procedures as often as you like. Many articles and dozens of additional demonstration videos are available for viewing at any time on my website www.rwrpilottraining.com

Professional sports coaches, trainers and the military know that procedure-based specificity training is the most effective way to learn complex motor tasks. This is the way Cape Air trains pilots and Cape Air flew 65,000 single pilot IFR hours in 2009 with no accidents. This is the way I will train you. Whatever your current level of experience may be, I would like the opportunity to bring you to the next level of skill, safety and comfort.

Cost

I work diligently to provide the very *best* training at the lowest possible cost. A competitively priced program is just as important to me as it is to you. Please take a moment to review this information. I welcome your comments and questions.

- Initial Pilot Training (turbine)¹ – Meridian (up to 40 hours over 5 consecutive days): \$5000
- Initial Pilot Training (piston)¹ - Matrix/Malibu/Mirage (up to 30 hours over 4 consecutive days): \$4000
- Recurrent Pilot Training (piston & turbine)^{1,2} – (up to 15 hours over 2 consecutive days): \$2000
- 6 Month Review – all PA46 aircraft (up to 7 hours – one day) for pilots who are happy with their current level of performance and are interested in evaluation only. In order to be eligible for a one day program you must have flown 500 hours in the last 12 months or have completed a formal training program within the last 6 months. My 6 Month Review one-day program does not attempt to teach new skills. BFR/IPC endorsements and a completion certificate are issued on a pass/fail basis: \$1000
- Supplemental Training³ – all PA46 aircraft: \$1000 per 8 hour day
- Ground audit – I am happy to have additional pilots sit in on the ground sessions: \$600 per pilot
- Pro Rata fee – for time in excess of 8 hours per day: \$125 per hour
- Expenses⁴ - Direct costs incurred to bring the best PA46 training to the location of your choice.
- Travel Per Diem or Wait Time⁵ - \$250 per half day
- Postponements and Cancellations⁶ - \$500 per day



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Discounts:

Train with friends (or total strangers) – I can offer you a 10% discount on all training fees when two or more pilots are training in the same program at the same time.

Destination training – Train at, one of these airports or at an airport within 25 miles of any of these city airports and receive a 10% discount on your training fee:

Albany, NY	Ft Meyers, FL	Louisville, KY	Pittsburgh, PA
Austin, TX	Hartford, CT	Manchester, VT	Providence, RI
Birmingham, AL	Houston, TX	Milwaukee, WI	Raleigh Durham, NC
Boston, MA	Indianapolis, IN	Naples, FL	Salt Lake City, UT
Buffalo, NY	Islip, NY	Nashville, TN	San Antonio, TX
Chicago, IL	Jackson, MS	New Orleans, LA	San Diego, CA
Cleveland, OH	Jacksonville, FL	Norfolk, VA	Santa Fe, NM
Columbus, OH	Kansas City, MO	Oklahoma City, OK	Seattle, WA
Denver, CO	Las Vegas, NV	Orlando, FL	St Louis, MO
Detroit, MI	Little Rock, AR	Panama City, FL	Tampa, FL
Ft Lauderdale, FL	Los Angeles, CA	Phoenix, AZ	West Palm Beach, FL

Put a couple of extra days in the schedule, bring your spouse and stay at one of the fine old hotels in the area - <http://www.historichotels.org/>

Please note that only one type of discount is applicable per training session.

Payment is due when invoiced, usually at the completion of the training. Interest is invoiced at the rate of 1% per month for any outstanding balance 30 days after invoicing. I accept MasterCard, Visa, cash, checks and bank wire transfers. If you intend to pay by check, please bring the check with you on the first day of training. Please contact me directly if you have questions or comments.

¹ All training programs are performance based. Each presumes you are rated and current for instrument flight, have at least 500 Hours PIC time in high performance aircraft and have reviewed the AFM. This is not required; however, if a pilot is unable to complete the training in the allotted time (for any reason including weather, aircraft maintenance, personal or business schedule), cancellation charges, wait charges and/or a supplemental training fee may apply.

² One day recurrent programs are offered to pilots who have attended approved training within the last 6 months or to continuing customers who meet specific performance and experience standards. Discounts are allowed for multiple pilots training together in all programs.

³ Pilots new to the PA46 are often asked by their insurance underwriter to receive additional dual flight instruction or Initial Operating Experience (IOE) from an approved instructor beyond what is normally given in the standard training program. I give this additional training at the supplemental rate. Typically it takes 8 training hours (one day) to produce 4 to 5 logbook flight training hours. Training time for the purposes of billing starts at the agreed upon time and ends at the end of the training day, meals and breaks excepted. It includes flight planning, weather briefing, preflight and post flight inspections, classroom sessions and impromptu briefings as required up to eight hours per day. Training days longer than 8 hours are invoiced pro rata.

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⁴ Expenses include ordinary direct costs for travel such as commercial fares for air, train, bus, taxi, hotel, rental car, meals, tips and parking. Expenses will also include any amount I pay on your behalf for you, or your aircraft such as conference room charges, fuel, oil, ramp fees and tips. Expenses in currency other than US Dollars will incur a 3% surcharge for currency conversion. I round expenses to simplify the record keeping and I will include them on my invoice as a separate line item. You will not receive copies of my expense receipts. My paid invoice will be your receipts for the fee, per diem, wait charges and expenses.

⁵ Per Diem is modest compensation for the time I spend traveling on your behalf. If we are unable to train due to a mechanical failure, weather or your schedule, I am usually available to wait. The wait fee makes this option possible.

⁶ In the event of a postponement or cancellation (for any reason) your invoice may reflect \$500 for each reserved day lost and any unrecoverable expenses.

Insurance

I maintain insurance for bodily injury and property damage, including your airplane. I also carry professional liability insurance. I will, however still require a Certificate of Insurance with a Waiver of Subrogation from your broker naming me as additionally insured. If you are self-insured, or if your underwriter requires it, I will also ask you to sign an indemnification agreement. If you or your broker has any questions, please feel free to ask.

CERTIFICATE OF INSURANCE										
CERTIFICATE DATE: 01-23-2009	CERTIFICATE NUMBER: 2009323									
CERTIFICATE HOLDER: To Whom It May Concern	POLICYHOLDER: Richard W. Rochfort 6031 Bellona Avenue Baltimore, MD 21212									
<small>This is to certify that the following policy(s), subject to the terms, conditions, limitations and endorsements contained therein, and during their effective period, have been issued by the company(s) indicated below. In the event of material change or cancellations of said policy(s), the company will endeavor to notify the certificate holder, but failure to do so shall impose no liability or obligation of any kind upon the undersigned or the company(s) involved.</small>										
Policy Type: AIRCRAFT Insurance Company: AIG Aviation - LAD Policy Number: LN3791324-01 Policy Period: January 26, 2009 to January 26, 2010										
<table border="0"> <tr> <td>Aircraft - Non-Owned Aircraft Insurance (Includes Dual Flight Instruction Use)</td> <td></td> <td></td> </tr> <tr> <td>Non-Owned Aircraft Liability -</td> <td>\$1,000,000 Each Occurrence</td> <td>\$100,000 Each Passenger</td> </tr> <tr> <td>Non-Owned Aircraft Physical Damage -</td> <td>\$200,000 Physical Damage</td> <td>\$5,000 Each Person</td> </tr> </table>		Aircraft - Non-Owned Aircraft Insurance (Includes Dual Flight Instruction Use)			Non-Owned Aircraft Liability -	\$1,000,000 Each Occurrence	\$100,000 Each Passenger	Non-Owned Aircraft Physical Damage -	\$200,000 Physical Damage	\$5,000 Each Person
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Non-Owned Aircraft Physical Damage -	\$200,000 Physical Damage	\$5,000 Each Person								
<small>THE FOREGOING EVIDENCE OF COVERAGE IS NOT VERBATIM OF POLICY CONDITIONS, LIMITATIONS OR LANGUAGE. THE POLICY(S) REPRESENTED BY THIS CERTIFICATE ARE NOT AMENDED IN ANY WAY UNLESS SO STATED ON THIS CERTIFICATE.</small>										
ADDITIONAL AGREEMENTS: Definition of Non-Owned Aircraft: All Piper PA46 Series Aircraft and any fixed-wing, non-pressurized, land aircraft having a non-turbine single engine of 450 horsepower or less (including non-powered sailplanes) and capacity for no more than 7 total passengers and/or seats.										
<small>NOTICE OF CANCELLATION: IN THE EVENT OF MATERIAL CHANGE OR CANCELLATION OF SAID POLICY(S), THE COMPANY(S) SHALL ENDEAVOR TO GIVE 30 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER WITH THE EXCEPTION OF A 10 DAY NOTICE FOR NON-PAYMENT OF PREMIUM.</small>										
 <small>5700 Granite Parkway, Suite 550, Plano, TX 75024 Tel: 972/980-4800 Fax: 214/705-6677</small>										
										

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