

# Business Aviation More Affordable, Beneficial Than Expected

When top companies are competing to find ways to keep their talent satisfied and performing at their best, the benefits of flying private—especially for CEOs and C-suite executives who find themselves frustrated with delays, cancellations, and missed connections—deserve a second look.



**Julie McCutcheon,**  
Vice President

**“When people fly private for the first time, they see benefits they might not expect.”**

**“Let’s face it. Traveling commercial can be exhausting,”** says Julie McCutcheon, Vice President of Flight Solutions, a Nashville-based company offering a full suite of private aviation services, including shared ownership and leasing, charters, aircraft sales, and brokerage services. “But there are other options that offer an experience more efficient, flexible, convenient, and private than commercial flights. Flying privately provides the confidential environment that allows executives and their teams to be more productive and efficient. Throw in the benefit to passengers’ quality of life, and there’s no comparison.”

## WORTH CONSIDERATION

But there seems to be a misconception about the affordability and practicality of private aviation, a misconception McCutcheon describes as out-of-date. “Some may write off business aviation as too expensive, impractical, or a luxury when they aren’t taking the time to see its benefits, like employee satisfaction and the impact on company performance,” she says, noting there are ways to fly more affordably.

“Jet Club, for example, is a service for anyone who wants the benefits of private travel at a fraction of the cost of ownership,” she says. “We work with aircraft owners to manage, maintain, provide crew, and lease out planes when they aren’t otherwise in use. Non-owners pay a monthly fee plus reduced hourly or daily rates without the added costs of ownership. It’s a business model that benefits both sides of the equation.”

Flight Solutions also acts as a broker for chartered flights, “a service anyone can use, no membership necessary,” says McCutcheon. Her team matches third-party carriers and pre-certified operators that best fit the needs of their clients. While rates are higher than Jet Club rates, no monthly membership fee applies.

## COMPETITIVE EDGE

“For the companies that use our services, it’s about more than just cost,” McCutcheon explains. “More convenient scheduling, less time away from home and office, flexibility, privacy, and convenience are all factors that are part of the investment. There are no security lines to wait through, no bag checks, and no layovers. We also offer concierge-style services—arranging for ground transportation and catering, for example. We try to anticipate a client’s wants and needs to help their leadership and teams keep their competitive edge.”

She adds that not all of Flight Solutions’ clients are companies, either. As a full-service travel provider, “if someone has a family, especially with young children, after you add up the ticket prices, fees, and taxes—not to mention the hassles of flying with a family in tow—it might not seem like such a crazy idea after all.”

## SAFETY

“We aren’t necessarily the cheapest option for private flight solutions, but we are the safest,” McCutcheon insists. “You get what you pay for. With Flight Solutions, you get top-quality, convenient, and safe private aviation services that move at a speed that supports your lifestyle.”

All planes in the Jet Club fleet and those available for charter must meet comprehensive ARGUS safety standards via thorough audits of operational practices and maintenance, and all pilots participate in annual training.

**Flight Solutions**

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