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|  | 186 Airway Blvd Livermore, Ca. 94551 | tel 925-449-2142 |
| | | fax 925-373-0944 |
| | | ahart@ahart.com |

Customer Referral Program

Prepared for: Everyone

Prepared by: Bill Komanetsky, Owner/Operator

February 11, 2011

To accommodate all of our loyal customers who have enjoyed training or renting at Ahart Aviation Services, we are announcing a new customer referral program to those who bring new customers to our flight school. Details including conditions and payment schedules can be found in this announcement.

Payment Schedule

This payment schedule is ruled by the conditions shown later in this document. Ahart has tried its best to be as fair as possible in the establishment of these pay rates. Our professional pilot's program(s) are undertaken by very committed customers who pay quite a bit of money for these programs, so referral payments may be substantially higher.


All rates below are in U.S. dollars and may change at any time.

- Rental Customers: \$50.00
- Single Certificate Customers: \$100.00
- Professional Pilot Program Customers: \$900.00 (*1, *2)
- Ground School Customers: \$25.00
- Active Customer Credit , Add 10% to Payment amount (*3)
- Flight Currency Customers: \$50.00

Conditions

To make sure that this program is handled fairly and consistently, the following rules and limitations are part of this new program.


- Ahart Aviation Services reserves the right to change or cancel in part or in whole this new referral program.
- This program is for the referral of new customers only. A new customer is one who does not currently have a customer folder or any current or past schedule point activity.

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- Ahart must be notified (via a submission at the web site below of the person or persons being referred before the customer arrives at Ahart, signs up or requests information about any of our flight services or programs. Referrals are not retroactive.

<http://www.ahart.com/referthem.htm>

- A referred customer may not claim that they referred the customer who referred them.
- (*3) Current customers will receive account credits as their payment for referrals at a slightly higher rate than inactive customers.
- Inactive customers (those customers who have not realized any schedule pointe activity for a period of 6 months or longer) will be paid by company check only.
- International customers no longer with Ahart will be paid via bank wires at the customer's expense.
- (*1) Those programs that are 'multi-certificate' programs will be paid at the completion of all certificates. If a customer ends their program pre-maturely, completed certificates will be paid at the single certificate rate.
- (*2) Those programs shown will be paid at the end of the customer's studies and graduation.
- Only flight and ground training qualifies for this program. Simulator time or pilot supplies do not qualify.
- A customer cannot refer an existing customer or themselves
- A customer coming to Ahart cannot say that someone else referred them and expect that the 'someone else' will be paid. As previously stated, the person referring the customer must contact Ahart Aviation before the referred customer contacts Ahart Aviation in any way.
- Existing contracts with service providers are not affected by this program unless indicated in writing to the current service provider.
- Ahart Aviation Services reserves the right to change or cancel any part of this program at any time. Current programs are found only on our web site.

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Frequently Asked Questions

- *Someone I referred to Ahart in the past has already started their training or has completed it at Ahart. Do I get the referral fee even though I told Ahart after their training started or was completed?*
 - No. You must have notified Ahart that you were referring the customer to us before they contacted us for their training. Referral's are not retroactive.
- *I referred someone to Ahart who already had their private pilot's license and now they are taking their IFR and commercial training with Ahart. Do I get the full professional pilot program referral fee?*
 - No. You get the professional pilot's referral fee if the student comes to Ahart as a brand new student pilot and they go through all three of the licenses (Private, Instrument and Commercial). You do qualify, however, for the \$100.00 license fee for both IFR and commercial, as long as the student was not already a customer of Ahart's.
- *I plan on coming to Ahart for my own training. I have three friends that are thinking of learning to fly. Can I get a referral fee if I bring them with me?*
 - Yes. You need to include their names in correspondence (email or Letter) to Ahart before they contact us in any way for their training.
- *Someone I referred to Ahart quits their flight training before they are completed. Do I get any referral fee?*
 - Unfortunately, No. A referral fee is only paid for those customers who complete their training at Ahart. If you referred them to Ahart for the full professional program, but they only complete their private certification, then you will receive a \$100.00 payment for that license (same for IFR).
- *I am referring a customer for the professional pilot program who has already started a certification (private, instrument or commercial), but have not yet completed it. Do I get credit for that partial certification?*
 - No. But, you will get a fee paid to you for those certifications they start new at Ahart. So, if they only do part of the private pilot's training with Ahart, but do their instrument and commercial with us, you will be paid for the instrument and commercial.
- *Someone has visited Ahart, sent an email or a letter indicating that they wanted to do training with Ahart. If I tell you I referred them to you, will I get a fee?*
 - No. As documented in the conditions, we must not have heard from the student prior to you referring them to us.
- *I have contacted Ahart to get information about your training program, and indicate that a previous customer referred me to Ahart. Can that previous customer get a referral fee for me attending your school?*
 - Yes, but only if that previous customer contacted Ahart and told us that you will be contacting us for flight training and only before you contact us..
- *I am referring a customer to Ahart and I would like my referral fee given to them. Is that allowed?*
 - Yes. If you would like your referral fee to go to the referred customer, that can be arranged but the referral fee schedule (money paid) will be the same as that shown in the payment schedule section of this announcement.
- *I am referring a customer to Ahart and I would like my referral fee given another customer at Ahart. Is that allowed?*

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- No. The referral fee is paid only to the person who is referring the customer or the referred customer if that is desired.
- *I have just started studying at Ahart, and I want the person who told me about Ahart to be paid this referral fee. Can I tell Ahart Aviation about this person and can they then be paid the fee?*
 - No. The person who refers the customer must contact Ahart Aviation before the new customer contacts Ahart Aviation Services in any way.

Ahart Aviation Services tries it's best to make flight and ground education as inexpensive, pleasant and safe as possible, and we hope that this program will encourage our happy customers to help spread the news about our company and it's services.

Thank you.
Bill Komanetsky
Owner/Operator
Ahart Aviation Services