



# BACA TO DELIVER A FULL DAY OF BROKER TRAINING AT ACE 17

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The Baltic Air Charter Association is a worldwide organisation dedicated to air charter broking and operations. The objectives of BACA are to promote the highest standards of professionalism and ethics in the air charter market. Our members strive to maintain this



**BACA - The Air Charter Association has announced a full day of broker training to coincide with this year's Air Charter Expo (ACE 17). The one day exhibition takes place at Biggin Hill on September 12th, the complete day of broker training is aimed at all levels of brokers; senior management through to new trainees.**

**The key highlights of the training include the following;**

**\* CEO Breakfast Briefing**

Hosted and chaired by the Chairman of BACA, senior management to discuss the state of the market and the key issues that need to be addressed, such as disruptive technology and globalisation.

**\* PayNode Session**

A full seminar on the revolutionary air charter payment system; content to be confirmed by event sponsor PayNode.

**\* Risk Management and Insurance**

A panel of experts from Hayward Aviation, Mountfitchet Risk Solutions and ITIC will look at

insurable risks for charter brokers, including professional indemnity and operator risk.

**\* The Role of a Broker**

BACA's traditional broker training, delivered by senior brokers who know how to demonstrate true value in the charter transaction.

**\* Law for Brokers**

Practical guidance from Stevens & Bolton for brokers on the law of agency, key terms in charter contracts and potential bear traps.

**\* The Operators' Perspective**

Leading operators SaxonAir and Cello Aviation will provide guidance on what it takes to provide a truly memorable customer experience, and the difficulties that can make it all go wrong.

**\* Ground Handling Masterclass**

Brokers will learn about ground handling from the experts, enabling the broker and FBO to provide the best integrated service to clients.

In addition to the training there will be around 60 exhibiting companies and a static display that includes the first UK air show appearance of the Dassault Falcon 8X. The concept is to deliver a day of training that also offers brokers and attendees the chance to network with fellow brokers, engage with operators and review aircraft on the static. Cont/d...

BACA Chairman Richard Mumford advises “This is a fantastic day of training for brokers and visitors to ACE17. We have carefully created a program that offers the chance to learn from the presentations but to put that knowledge to immediate use by engaging in all of the different aspects of ACE17. BACA training days have been very popular in the past and I am sure that the innovation of a training day combined with the exhibition will deliver yet another successful training program for brokers.”

For more information visit : <http://www.aircharterexpo.com/register.html>

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