FLEX AIR CASE STUDY

How This Flight School Achieved 4X Growth Since Partnering with Lumion

Learn how Lumion's payment solutions unlocked veteran benefits and fostered a 20% increase in retention within the unpredictable world of flight training.

OUR PROVEN RESULTS

Rapid Growth in Veteran Program

Collaboration with Lumion allowed the flight school to target and support veterans, leading to **an increase of over 150% in revenue and flight hours.**

Increased Retention

A **90% retention rate for Lumion students**, compared to as low as 70% for traditional loan-funded students in the civilian segment.

Accessibility & Flexibility

Increased student intake and **experienced 4x (or 300%) growth since partnering in 2021,** with at least half of the growth attributed to access to payment plans and other payment options.

> "Students are subject to wildly different disbursement schedules that are conditioned on everything from weather to checkride availability to flight hours. This creates lots of cash volatility and uncertainty. Mia Share allows us to establish stable cash inflows based on terms that we control."
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> **PAUL WYNN**
> Flexair, Founder

Objectives	Challenges	Solutions
• Founded in 2018 with the objective of providing high-quality flight training. • Aimed to address the underrepresentation of women and minorities in the aviation industry (only 5% of US pilots). • Focused on enhancing accessibility by addressing affordability and financial challenges in flight training.	• Unpredictability influenced by weather and aircraft availability. • Limited to credit card and ACH payments, a weekly billing cycle, and highly variable payments. • Credit card usage resulted in payment declines and fraud monitoring issues. • Establishing a veterans' program was challenging as benefits did not cover education until the private pilot license was obtained.	• Preset and streamlined payments addressed unique financial challenges and adaptability for both students and the school. • Payment plans were vital in expanding opportunities for veterans, even those with limited credit history for their first pilot's license. • Automated billing and management reduced manual administrative tasks.