



# Webinar- Dec.6, 2016

Presented by:

Dwight Anderson: 612-423-3457

[dwight@gowdybrothers.com](mailto:dwight@gowdybrothers.com)

FAA Regulatory Consultant

# Dwight's Short Bio

Dwight Anderson is a man of integrity and loves helping people. He has extensive experience in sales, leadership, business and non-profits, both in Australia and USA. Dwight is widely sought after and speaks nationally at conferences. He is a team leader – providing motivation and training by example and creative thinking. His motto is to “always under promise and over deliver.” Customer satisfaction and follow up is a top priority.



Dwight is blessed with an Australian wife, 4 children and two grandsons. They live in Burnsville, MN enjoys spending time with his family and traveling across USA and overseas.

Dwight is executive director of a non profit [prisonmission.org](http://prisonmission.org)



# I love Realtors!

**My parents, Warren & Dorene Anderson are both Real Estate Brokers in Green Valley, AZ**



**THE FIRST REALTOR EMERITUS STATUS IN GREEN VALLEY AZ, from the National Association of Realtors**

Warren Anderson is the First Realtor to be appointed to Emeritus Status as a member of the Green Valley Sahuarita Association of realtors. This award was given for over 40 years of service, on June 23, 2014, from the National Association of Realtors. Currently there are only about 1,500 Realtor Emeritus out of approximately 1,200,000 Realtors.

# **3 Reasons You Should use a Drone to Help Sell Your House**

No matter if you are selling a property yourself or hiring broker to do it for you, drone video footage of real estate is slowly establishing itself as a necessary tool in the process.

Here are three reasons why:

# **1. Drone footage of a property is part of an effective marketing plan.**

- Produce stunning aerial captures of hotel, resort or golf course
- Pictures and videos from a bird's eye view make it stand out your real estate projects in ads and promotions
- Widely used in professional advertising

**An aerial photograph of the property will help the buyer know its proximity to highways, supermarkets, schools, and other facilities.**





of buyers/sellers  
want an agent who  
has video marketing



of agents have a video presence

**2. It will help you to market the property by showing specific footage.**







# Aerial Still Photography



# 3. You will have to or fall behind!



# How Realtors Use Drones In Business

- **Listing Presentations (best over \$500,000)**
- **Website Landing Pages**
- **Aerial Pictures & Videos**
- **Relocation & Recreation Videos**
- **Social Media**
  - **Announcements**
  - **Pre-Listing Pictures**

facebook



### 5924 Mero Rd Snohomish WA 98290

Wow Wow Wow! We never tire of lake homes. \$799,000 - 4,198 sq/ft - 4 Bedrooms 2.75 Bathrooms - 0.71 Acres Official Website: <http://www.barnettassociates.net/property/788219/> Nestled on Storm Lake on .71 Parklike & Peaceful Acres of Low-Bank Waterfront!...

👍 10    💬 0    📺 395

Unlike · Comment · Share

# Real Estate Aerial & Virtual Tour - Parker, Tx





 Pinned Tweet



**SnoCo Living** @snocoliving · May 29

It's official, we are FAA approved to our [#drone](#) to photo and video homes and real estate.

Exemption No. 11717  
Regulatory Docket No. FAA-2015-0102

Ms. Mickie Barnett  
Mr. Toby Barnett  
Barnett Associates Real Estate Team  
Keller Williams Realty Inc. - Marysville  
1027 State Avenue, #102  
Marysville, WA 98270

Dear Ms. Barnett and Mr. Barnett:

This letter is to inform you that we have granted your request for exemption. It transmits our decision, explains its basis, and gives you the conditions and limitations of the exemption, including the date it ends.

By letters dated December 2, 2014 and April 16, 2015, you petitioned the Federal Aviation Administration (FAA) on behalf of Barnett Associates Real Estate Team (hereinafter petitioner or operator) for an exemption. The petitioner requested to operate an unmanned aircraft system (UAS) to conduct aerial photography and video for advertising real estate and



[View photo](#)

**Thinking of  
using a  
drone?**



Isn't it frustrating when you don't know what it takes to legally use a drone for your business?





EXCLUSIVE VIDEO



# FAA takes on city Realtors using drones

By Jennifer Gould-Kell and Kris Shady

July 1, 2014 | 3:55pm



# What are the possible penalties?

- If you hire someone to take photos/ videos of your real estate, they need to have a 333 exemption or Part 107 certificate or you and they may get a \$20,000+ fine from the FAA.
- So be sure that either you hire someone with FFA certification or you get your own Part 107 certificate to avoid having your pics and videos removed from websites and get fines.

# Gowdy Brothers Aerospace

- Founded to assist individuals, companies & governmental agencies to fly drones legally
- Business Consultants
- Commercial Drone Advocates
- **Drones + Business = *Instant Business Model***



Steve Gowdy  
*Chief Pilot, founder*  
*(Dwight's Brother in law)*



# Commercial versus Hobby Use

## Commercial Use

- Not necessarily a monetary exchange
- “Economic Benefit”
- Defined by intent
- Outside (open air)



*Drone Infrastructure  
Inspection*

## Hobby Use

- Information not shared – only used privately
- Personally enjoyed
- Operated outside (open air)



*Hobbyist flying*

# Hobbyist Requirements

## Indoor Use (exclusively)

- None

## Outdoor Use

- Drone Registration
- Must abide FAA airspace restrictions
- May not use for, or as a part of, any commercial activity



*Hobbyist clubs are becoming more frequent as availability increases & price-point drops*

# Commercial User Requirements

## 1. **FAA Certification:**

- Section 333 Exemption\***
  - operator must have a Sport Pilot certificate
- Or New Part 107 Remote Pilot certificate**
  - (pass a two hour written exam)

## 2. **Drone FAA Registration** – label drone with it.



*Real-estate drone photography is booming*

**\* FAA is no longer issuing 333 unless your drone is over 55 lbs.**

# How do I get a Remote Pilot Certificate with a small UAS Rating?

Ver. 1.0, Updated June 29, 2016

*Coming in August:*  
Take and pass the initial knowledge test at an FAA approved Knowledge Testing Center (KTC).

Find the nearest KTC [at this link.](#)

Call and schedule an appointment to take the test.

Bring your government issued photo ID and take the test.

Receive and retain your original Airman Knowledge Test Report (AKTR).

**Blue Path:  
Easiest**

Complete online at the [FAA IACRA.](#)

Click "Other Path Information," "Start Application"

Fill out the application and enter your 17-digit Test Exam ID.

*Print your temporary airman certificate!*

Choose your path to complete the Remote Pilot Certificate and/or Rating Application for a remote pilot certificate

Register with IACRA and login.

Click "Start New Application," "Pilot," "Remote Pilot"

E-Sign the application and E-submit to the Airman Registry.

Receive an email with link to your temporary airman certificate once TSA vetting is complete

**Red Path:  
Slower**

Complete on paper (No temporary airman certificate granted)

Print and complete Form 8710-13

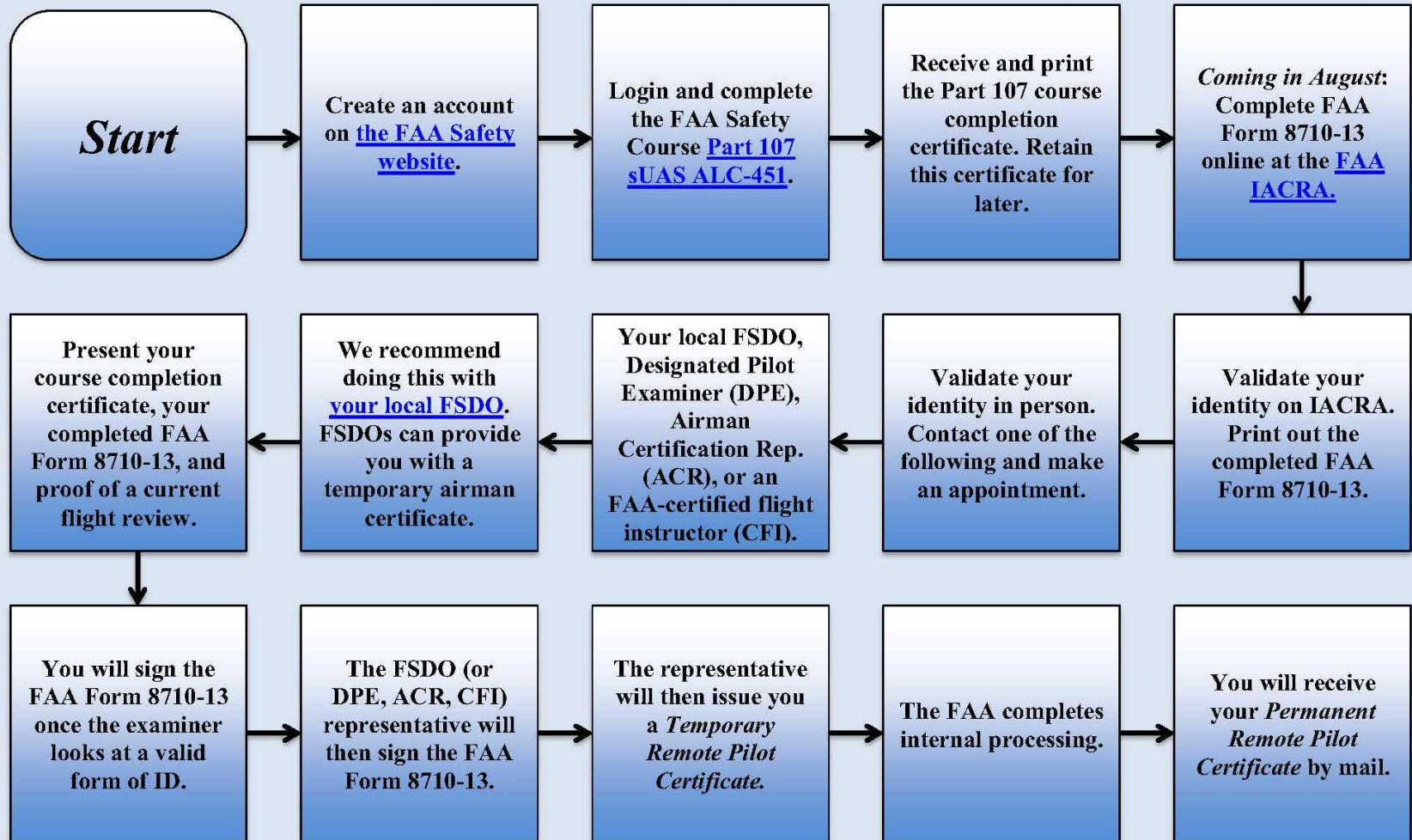
Mail your completed form and your AKTR to the [DOT/FAA Airman Certification Branch](#)

*Receive your permanent remote pilot certificate by mail once FAA processing is complete!*



# How do I get a Remote Pilot Certificate with a small UAS Rating if I am a Part 61 Pilot?

Ver. 1.0, Updated June 29, 2016





# We have training for Part 107 exam



Federal Aviation  
105.49 Foreign parachute  
equipment.  
(a) No person may parachute  
from an aircraft, and no pilot may allow a parachute operation to be conducted from an aircraft with an unapproved parachute system unless —  
(1) The parachute system is approved by the FAA for use by a parachutist who is the owner of the aircraft;  
(2) The parachute system is a business dual parachute system of the type approved by the FAA;  
(3) The parachute system is of the type approved by the FAA for use in the parachutist's country.  
(4) All foreign no-

## 14 CFR • Small Unmanned Aircraft Systems

# PART 107

## GENERAL OPERATING AND FLIGHT RULES

### Subpart A — General

- 107.1 Applicability.
- 107.3 Definitions.
- 107.5 Falsification, reproduction or alteration, detection, testing, and demonstration of

- 107.67 Knowledge tests: General procedures and passing grades.
- 107.69 Knowledge tests: Cheating or other unauthorized conduct.
- 107.71 Retesting after failure.
- 107.73 Initial and recurrent knowledge tests.
- 107.74 Initial and recurrent training courses.
- 107.77 Change of name or address.
- 107.79 Voluntary surrender of certificate.

Waivers

# Two Part 107 Learning Options:

## Self study online course

- Training Videos
- Practice Test
- All Study materials you need to prepare and pass the Part 107 exam
- Cost: \$150 per login

## Live interactive online workshop

- Two 3 hour sessions over two evenings
- Guaranteed to pass on your first examination
- Includes self study login
- Cost: \$350 per seat

# About our Part 107 Training:



**You will pass the test & *apply what you learn* in real settings long after the course is finished.**

- 1,800+ Practice Exams Taken
- 500+ Enrolled
- Guaranteed Results
- 100% Pass Rate Upon Course Completion

# WORKSHOP FORMAT



- Overview of terms & concepts



- Materials & examples



- Practical, real-life scenario training



- Questions on covered materials



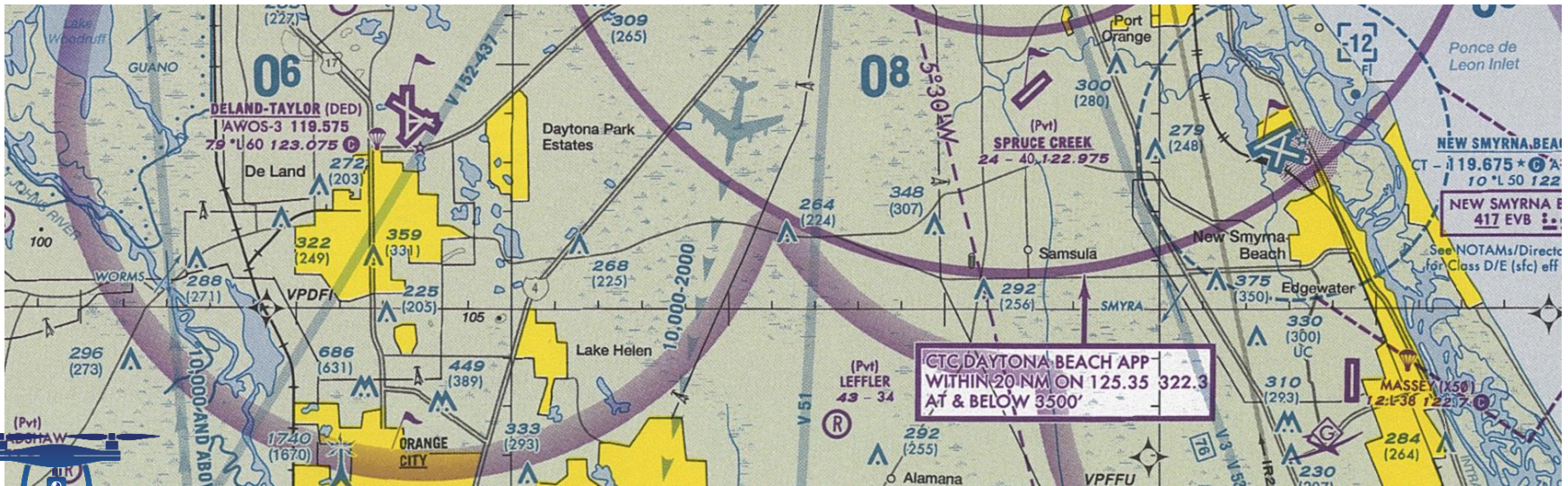
- Polling Questions

# OVERVIEW OF TOPICS COVERED

- Regulations
- Airspace & Requirements
- Weather
- Small Unmanned Aircraft Loading & Performance
- Operations

# Airspace Classification

Class A  
18,000' MSL





# AIRSPACE & REQUIREMENTS

## VFR Chart Interpretation



# THE GOWDY BROTHERS GUARANTEE

*If the student fails the FAA Remote Pilot Knowledge Test after taking & participating in the GBA Virtual Workshop, Gowdy Brothers Aerospace will reimburse the costs of the failed FAA testing from the FAA testing center (not to exceed \$165.00 USD) and provide additional training and teaching as needed to ensure the student will eventually pass the test.*





## Instructor: Steve Gowdy

- Private Pilot (1997)
- Active 333 Exemption Holder (2015)
- Remote Pilot Certificate (2016)
- Remote Pilot Regulatory Consultant
- Founder of *Gowdy Brothers Aerospace*
  - Consultant for 875+ Companies worldwide
  - Largest UAS Consulting Company
  - Recognized Subject Matter Expert & Speaker

### INTRODUCTION

*Course Instructor:*

*Stephen Gowdy*

Email: [steve@gowdybrothers.com](mailto:steve@gowdybrothers.com)

Phone: 763.463.5885



## INTRODUCTION

*Course Instructor:*

*Will Evans*

Email: [wille@gowdybrothers.com](mailto:wille@gowdybrothers.com)

Phone: 763.463.5885

## Instructor: Will Evans

- US Army 82<sup>nd</sup> Airborne Veteran (6 Tours as UAV Pilot in Iraq & Afghanistan)
- Airframe Powerplant Mechanic Certificate
- Commercial Pilot
- Certified Flight Instructor
- Remote Pilot Certificate Holder
- Attack Captain Certification with US Forest Service
- Regulatory Consultant for *Gowdy Brothers Aerospace*
  - Recognized Subject Matter Expert & Speaker

# Some additional part 107 options

Depending on what commercial activities you will be doing, the FAA has waivers available and you can get these in the name of your company so anyone you hire who has passed the Part 107 exam can fly using your waivers.



# We can help you get 107 Waivers:

We will assist with the application process on your behalf:

- **107.25 – Operation from a moving vehicle or aircraft.** (Boat, Car, ATV, helicopter, for Movie and Television, Boating activities, and racing and X-Games, etc)
- **107.29 – Night time operation.**
- **107.31 – Beyond Visual line of sight aircraft operation and Extended Line of Sight (BVLOS, ELOS)**
- **107.33 – Daisy Chained Visual observers** (this allows for daisy chain of Visual Observers for ELOS).
- **107.35 – Operation of multiple small unmanned aircraft systems.** (Good for Agriculture, Search and Rescue or for demonstration purposes ... one operator controlling multiple drones.)

# Additional Part 107 Waivers:

- **107.37(a) – Yielding the right of way.** (This is for operation were a stationary drone must be in place for prolonged periods and yielding to the aircraft would be counterproductive).
- **107.39 – Operation over people.** (Movie, Television, Events any operation when a flight over anyone other than the operator would require this waiver.)
- **107.41 – Operation in particular airspace.** (Operations in Class B, C, D and E Airspace with a Transponder “ADS-B” and NAVCOM radio)
- **107.51 – Operating limitations for small unmanned aircraft.** (i.e. >400’ AGL, 1,000’ AGL near an antenna tower)

**We will do each waiver (good for 4 years) application for \$750.**

# Benefits using Gowdy Bros.

- Experienced Consultant for 875+ Companies worldwide
- Largest UAS Consulting Company
- Focused from the Pilot's perspective
- When you join the network of Gowdy Brothers clients we can pass on business referrals to YOU!
- 100 % Success rate and the most section 333 submissions of any company in the nation
- Waivers include 80 page UAS flight operations manual

**At Gowdy Brothers Aerospace we can now offer Pay Pal Credit, six months, no interest, no payments option.**



# 2 Specials for this Webinar:

1. If you purchase our fast start package for \$1500, you will get:

2 - Part 107 waivers of your choice – \$1500 value

3 - Part 107 Self study training logins - \$450 value

1 seat at interactive Part 107 training- \$350 value

- **Total package worth \$2,300 for this special price of \$1500**

2. Purchase one seat at our “Interactive Part 107 training workshop” for \$350, by Dec. 27 you can buy one seat get one free!

- **\$700 value for \$350!**

The only way to get this is to **contact Dwight directly** and mention **“Agent Mastermind” Webinar**. Specials end Dec.27.



# Review:

## Commercial User Requirements

### 1. FAA Certification:

- Section 333 Exemption
  - operator must have a Sport Pilot certificate
- Or New Part 107 Remote Pilot certificate
  - (pass a two hour written exam)

### 2. Drone FAA Registration

– label drone with it.

### 3. Part 107 Waivers for certain activities like:

- Flying at night
- Flying over people
- Flying beyond line of sight
- Operating from a moving vehicle
- Operating multiple aircraft
- 4 others as well...



# Two Part 107 Learning Options:

## Self study online course

- Training Videos
- Practice Test
- All Study materials you need to prepare and pass the Part 107 exam
- Cost: \$150 per login

## Live interactive online workshop

- Two 3 hour sessions over two evenings
- Guaranteed to pass on your first examination
- Includes self study login
- Cost: \$350 per seat

# How to get started:

- Email Dwight  
[dwright@gowdybrothers.com](mailto:dwright@gowdybrothers.com)
- Asking for an invoice for what Webinar Special you want.  
For example:
  - 1 fast start package, \$1500
  - Or buy one get one free interactive workshop, \$350
  - Or one online Part 107 self study course login \$150
- Call Dwight to discuss what you think you might need help with. Mention Agent Mastermind specials  
**612-423-3457**

# Thank You!

## Any Questions or Comments?

**Call Dwight: 612-423-3457 (cell)**

**Email:**

**[dwight@GowdyBrothers.com](mailto:dwight@GowdyBrothers.com)**

**Website: [www.GowdyBrothers.com](http://www.GowdyBrothers.com)**



# FAQ- Common questions

**I have never flown a drone, what is best one to buy to learn to fly?**

- We suggest you start with the little \$80 Blade Nano without GPS and once you have mastered that little one and crashed it a few 100 times you will be ready for the big ones.



- **Nano QX RTF**

# What is the best deal on drones?

- We can help you get the right drone and equipment for your new business. We refer our clients to Stan Markiwicz, [773-791-2377](tel:773-791-2377), just mention Dwight from Gowdy Brothers to get the best deal. <http://312uav.com/>

# Where can I get drone insurance?

- We do highly recommend drone insurance of \$1 million liability. We have a friend who will give you a free quote for that:
- Pat Costello, 480-968-7746 Mention Dwight sent you from Gowdy Brothers to get best pricing. [www.aviationi.com](http://www.aviationi.com)