

Day 4

SafeFlight™ Lists Cessna 172N (kts)

Before Preflight

1. Weather Briefing Check
2. Destination Airport Info Check
3. Aircraft Documents ARROW
4. Master Switch On (Both)
5. Fuel Qty Check
6. Turn Coordinator Gyro Listen
7. Flaps Extend
8. Master Switch Off
9. Preflight Continue

Before Starting Engine

1. Preflight Complete
2. Seat & Shoulder Belts Adj & Lck
3. Brakes Test & Set
4. Radios, Electrical Eqp. Off
5. Circuit Breakers Check
6. Fuel Selector Valve On (Both)
7. Mixture Full Rich
8. Throttle Open 1/4"
9. Carburetor Heat Cold
10. Beacon Light On
11. Prime As Required

Starting Engine

1. Master Switch On (Both)
2. Propeller Area Clear
3. Ignition Switch Start
4. Throttle 1000 RPM
5. Oil, Fuel, Amm, Suct Check
6. Flaps Retract
7. Radios, Electrical, Av. On
8. Check Transponder Standby
9. Engine Start Time Record
10. Mixture Lean for Taxi

Takeoff

1. Flaps Nrm/Shrt: 0°
2. Tower/Unicom Contact
3. On Rwy Trnspr, Trm, Heading
4. Brakes Shrt: Hold
5. Throttle Shrt: Release
6. Elevator Shrt: Tail Low
7. Rotate Shrt: Tail High
8. Climb Speed Shrt: 55 KTS
9. Flaps Shrt: 59 KTS
10. Flaps Shrt: 73 KTS

During Climb

1. Flaps Retract
1. Oil Press. & Temp Check Green
2. CHT, EGT, & Suction Check Green
3. Ammeter Check
4. Throttle Full Throttle
5. Mixture Set
6. Fuel Selector Valve On (Both)
7. Cruise Climb 80 KTB

Cruise Climb

Vx: 59	Vle: --
Vy: 73	Vfe: 85
Va: 97	App: 65
Vno: 128	Vs: 47
Vne: 160	Vso: 41
Vlo: --	Vgld: 65

Final

1. ATIS or Altimeter Check
2. Instruments Working
3. Ground Clearance Del. Call
4. Brakes Test
5. Magnetic Compass Working
6. Heading Indicator Working
7. Turn Coordinator Working
8. Ball and Fluid Check

Master Instructions: Slide the checklist on the map until the clearance height in the center window. Keep the clearance in the window while being up a pressure ridge with a line of longitude or latitude on the map. Read from Center when the clearance meets the checklist edge.

Disclaimer: Do not fly until you are familiar with the airplane and its operating limitations prior to using this checklist.

Preparing for the call:

What do I know about this person?

What do I know about their business?

Who is their competition?

What is their competitive advantage?

What are the first words I am going to say walking in the door?

Top performing sales people are top performers because they ask the most questions. They also ask the most thought provoking questions.



What will you do if:

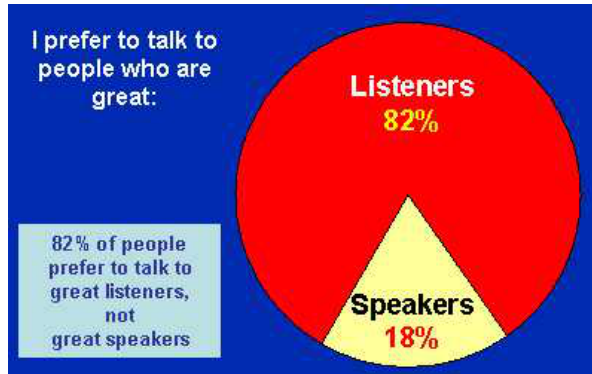
You are stood up?

Your competitor is there when you get there?

Your contact is in a lousy mood?

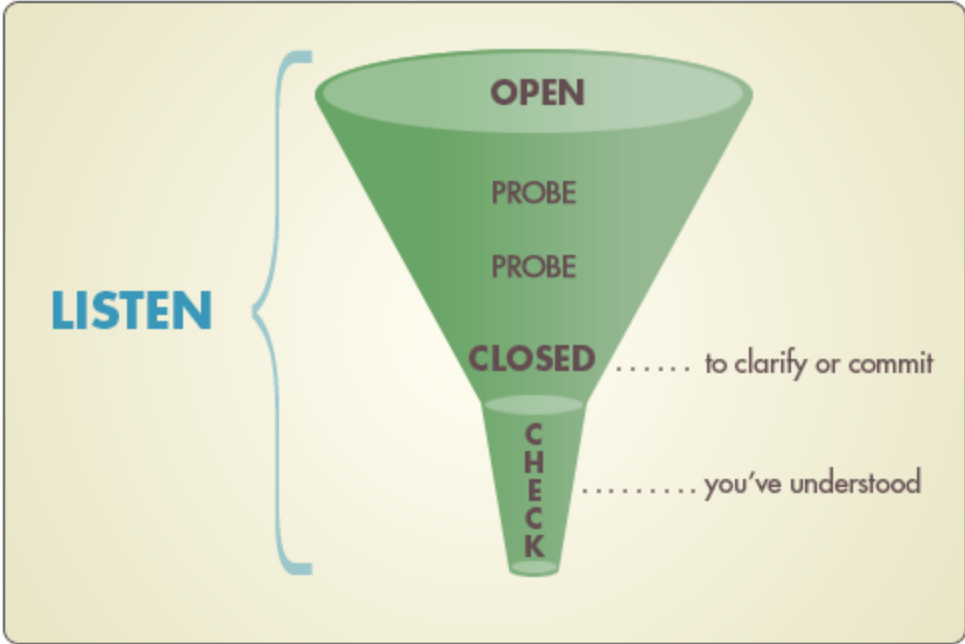
Your kid calls with a problem when you are on the way?

The business is jammed with people when you get there?



“Most people do not listen with the intent to understand; they listen with the intent to reply.”

Stephen R. Covey
(1932-2012)



Body of all possible knowledge

