



The International Aircraft Dealers Association is the collective force influencing and shaping the aircraft transaction industry.



EXPERIENCE THE POWER OF THE COLLECTIVE



IADA ACCREDITED DEALER

MEMBERSHIP APPLICATION



IADA ACCREDITED DEALER MEMBERSHIP APPLICATION PROCESS

All applications are managed by the team at Joseph Allan.



1 IADA Accredited Dealer Application

Visit IADA.aero to review requirements

- Seek and obtain sponsorship from 3 current IADA Accredited Dealers.
- The company primary contact or principle will need to approve as well.

2 Apply Online at IADA.aero

- Pay the non-refundable application fee.

3 Application Process

- Your application will be reviewed by Joseph Allan to ensure that you meet IADA Accreditation Standards.

4 Sponsor Review and Member Comments

- After sponsor confirmation, your application is sent to the IADA Dealer Primary Contacts for comment – this is NOT a vote.

5 Qualification Review

- You will be asked to provide evidence to substantiate that your company meets the IADA Accreditation Standards.
- You will be notified of the results of your application review.

6 Final Steps

- Your application package; sponsor support, qualifications, and member feedback, are presented to the IADA Board of Directors for a final vote.
- Joseph Allan will communicate the results, if approved, you will begin the onboarding process with Wayne Starling and Erika Ingle.



Mark Dusenbury | President
mark@josephallanllc.com

Shayne Daku | Vice President
shayne@josephallanllc.com

APPLICATION & ACCREDITATION FEES

Application fee **\$500**
Paid to IADA

Accreditation fee **\$3,000**
One-time fee,
Paid to Joseph Allan

**Annual accreditation
renewal** **\$1,000**
Paid to Joseph Allan

**IADA Member Dues and
AircraftExchange subscription,
separate fees*

ANNUAL FINANCIAL COMMITMENTS FOR MEMBERSHIP



Accredited Dealer Fees

IADA Accredited Dealer Annual Dues	\$7,000*
AircraftExchange Listing Subscription	\$5,988
\$499/month, unlimited listings	
IADA U.	\$150 per user/per year**
**Each member receives two free users annually	
IADA Foundation per transaction donation sent each quarter	\$200 Suggested
IADA Broker Certification Test	\$500

OPTIONAL NETWORKING AND PROMOTIONAL OPPORTUNITIES

IADA Annual Spring Meeting Registration	Subject to location
(Per person)	
IADA Fall Meeting Registration	Subject to location
(Per person)	
IADA/NAFA Welcome Reception at NBAA-BACE	Subject to location
(Per person)	
IADA/Member Co-branded Booth Opportunities	Subject to location
(Per company)	

**Invoices are emailed in December and are due February 28 the following year.
First year of membership is prorated.*

ADDITIONAL MARKETING OPPORTUNITIES

We continue to develop marketing opportunities for our members, as AircraftExchange's success grows. An up-to-date media kit is available on IADA.aero in the member dashboard. Banners, emails and eblasts starting at \$100.

AircraftExchange Banner Ads	\$199/month
Featured Company Ads	\$100/ad or 10 for \$900
Weekly Report Banner Ads	\$100/week

IADA VERIFIED PRODUCTS AND SERVICES

MEMBERSHIP APPLICATION



IADA VERIFIED PRODUCTS AND SERVICES MEMBERSHIP APPLICATION PROCESS



All applications are managed by the team at Joseph Allan.

1 Does your business meet IADA Products and Services standards?

- Has your organization been in business for at least 5 years?

Provide a detailed justification on the Products and Services Application that clearly describes your organizations:

- Primary business function
- Primary source of revenue
- Current IADA Members your organization conducts business with
- What your organization hopes to gain from IADA
- Benefits and contributions your organization will bring to IADA

2 Obtain Sponsorship

Obtain sponsorship from three (3) current IADA Accredited Dealer Members

- The company primary contact or principle will need to approve as well.
- No more than one sponsor can be a current IADA Board Member.

3 Apply

- Complete the online application form.
- Pay the \$250 non-refundable application fee.

4 Sponsor Review

The IADA sponsors that were listed on your application will provide detail on character, business practices, history, and experience in the profession.

5 Application Review

- Your application will be reviewed by Joseph Allan to ensure that you meet IADA Standards.
- You will be notified of the results of your application review.



Mark Dusenbury | President
mark@josephallanllc.com

Shayne Daku | Vice President
shayne@josephallanllc.com

APPLICATION FEES

One-time application fee	\$250
--------------------------	-------

Paid to IADA

ANNUAL FINANCIAL COMMITMENTS FOR MEMBERSHIP



Verified Products and Services Member Fees

IADA Products and Services Member Annual Dues	\$4,250*
IADA U.	\$150 per user/per year**
<i>**Each member receives two free users annually</i>	
IADA Foundation Contribution	\$1,000 Suggested

OPTIONAL NETWORKING AND PROMOTIONAL OPPORTUNITIES

IADA Annual Spring Meeting Registration	Subject to location (Per person)
IADA Fall Meeting Registration	Subject to location (Per person)
IADA/NAFA Welcome Reception at NBAA-BACE	Subject to location (Per person)
IADA/Member Co-branded Booth Opportunities	Subject to location (Per company)

**Invoices are emailed in December and are due February 28 the following year.
First year of membership is prorated.*

ADDITIONAL MARKETING OPPORTUNITIES

We continue to develop marketing opportunities for our members, as AircraftExchange’s success grows. An up-to-date media kit is available on IADA.aero in the member dashboard. Banners, emails and eblasts starting at \$100.

AircraftExchange Banner Ads	\$199/month
Featured Company Ads	\$100/ad or 10 for \$900
Weekly Report Banner Ads	\$100/week



15% OF THE WORLD'S AIRCRAFT DEALERS
48% OF THE WORLD'S PRE-OWNED SALES*

IADA Accredited Dealers buy and sell
more aircraft by dollar volume than the rest
of the world's dealers combined;
averaging over 1,100 transactions and
\$10 Billion in volume per year.



**VANGAS analyzed thousands of records from various transaction databases along with the AircraftExchange's retail sales records from 2020 to 2021 YTD.*

Only Broker/Dealers that had at least five transactions for up to a five-year period qualified. Market Share was calculated by analyzing documented aircraft acquisitions and aircraft sold transactions. Transactions where more than one Broker/Dealer participated in a single transaction were processed appropriately to avoid double counting.

CONTACT

WAYNE STARLING | Executive Director
Wayne@IADA.aero
208-724-5327

ERIKA INGLE | Managing Director
Erika@IADA.aero
734-718-4121

International Aircraft Dealers Association
2752 E Windsong Dr.
Boise, ID 83712

Visit our website for more
information on becoming
a member and submitting
an application.

iada.aero/accreditation



IADA.AERO
AIRCRAFTEXCHANGE.COM
IADAU.COM