IADA®
INTERNATIONAL AIRCRAFT DEALERS ASSOCIATION

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



EXPERIENCE THE POWER OF THE COLLECTIVE

IADA | IADA AIRCRAFT EXCHANGE | IADA FOUNDATION | IADA U | IADA NEXTGEN

IADA.AERO

01 MEMBERSHIP INFORMATION
02 APPLICATION PROCESS
03 NEW MEMBER ONBOARDING
04 COMPANY PROFILE

IADA ACCREDITED DEALER

MEMBERSHIP APPLICATION

IADA®
ACCREDITED
DEALER

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.

JOSEPH ALLAN AVIATION CONSULTING

Mark Dusenbury | President
mark@josephallanllc.com

Shayne Daku | Vice President
shayne@josephallanllc.com

APPLICATION & ACCREDITATION FEES

Application fee Paid to IADA	**$500**
Accreditation fee One-time fee, Paid to Joseph Allan	**$3,000**
Annual accreditation renewal Paid to Joseph Allan	**$1,000**

**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 $7,188
$599/month, unlimited listings

IADA U. . . . . $150 per user/per year**
***Certified Brokers Only*

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 opportunitiess 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 MEMBER

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 3 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.

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Shayne Daku | Vice President
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APPLICATION FEES

One-time application fee	**$250**

Paid to IADA

ANNUAL FINANCIAL COMMITMENTS FOR MEMBERSHIP

IADA® VERIFIED MEMBER

Verified Products and Services Member Fees

IADA Products and Services Member Annual Dues $4,250*

IADA Foundation Contribution . . . . . $1,000 Suggested

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IADA®

17% OF THE WORLD'S AIRCRAFT DEALERS
50% 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 1,300 transactions and $11.7 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.

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

iada.aero/accreditation

CONTACT

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