



Ralph Hood, CSP (*Certified Speaking Professional*)
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Aviation Background

Ralph has been a pilot since 1969, and active in the aviation industry since 1972. During the 1980s he taught an aviation management course in California, Colorado, Florida, and North Carolina for Southern Illinois University at Carbondale. He writes a blog and columns for *AIRPORT BUSINESS* magazine (formerly *FBO*). He has also written for *FLIGHT TRAINING* magazine and Raytheon's *UNICOM* magazine. He has served on the planning committee of Southeastern Aviation Trades Association, as national training director for the Learn-to-Fly Program, and as AOPA's National CFI Marketing Mentor, Project Pilot Phase II. Ralph was Inducted into the **Alabama Aviation Hall of Fame** September 2003.

Pilot Experience

Commercial Pilot, Instrument/Multiengine
3,000 plus hours flying experience, single engine to propjet, California to Florida, Canada to Mexico and the Bahamas
Flight Safety or factory pilot school, Navajo and Cheyenne
World and National Aviation Speed Record, Class C1C-Piston, Huntsville, AL to Kitty Hawk, NC

Aviation Positions Held

Aviation insurance agency manager	Aircraft sales mgr. for Piper dealer
Territorial rep for aviation ins. company	Aviation consultant/writer
Assistant distribution mgr. for Piper distributor	Training Dir., Learn-to-Fly Promotional Team
Retail aircraft salesman for Piper and Cessna dealers	AOPA Project Pilot CFI Marketing Mentor

As A Speaker/Trainer, Ralph Has Addressed:

Airborne Law Enforcement Assn
Aircraft Electronics Assn
Aircraft Finance Assn
Aircraft Owners & Pilots Assn
Airline Credit Union Assn
Airline Suppliers Assn
Airwork
Air BP
Alberta Aviation Council
AlliedSignal
American Assn Airport Execs
American Bonanza Society
Arizona Airports Assn
Atlantic Aero
Avfuel
Aviall
Aviation Council of PA
Aviation Dist & Mfgs Assn
Aviation Ins Assn
Business Aviation Professionals
of New England
Canadian Business Aircraft
Cenex Land 'O Lakes Ag Srvcs
Cessna Aircraft Company
Cessna Management Assn
Cessna Parts Distribution
Chevron Global Aviation
Chrysler Pentastar Aviation
Diamond Aircraft USA
EAA (Oshkosh Airshow)
Eastern Airlines
Embry-Riddle Aeronautical Univ
Epps Air Service

Exxon
ExxonMobil Aviation
Federal Avtn Assn
First Equity
Florida Airport Managers Assn
Florida Aviation Trades Assn
General Aviation Mfgs Assn
Georgia Aviation Trades Assn
Great Lakes Region Aviation &
Space Education Conf
Gulfstream Aerospace
Hangar One
Illinois Aviation Conference
Interline Sales Managers Conf
International Aviation Snow
Symposium
International Society of Air Safety
Investigators
Iowa Aviation Conference
Lancair
Learjet Management Assn
Malibu/Mirage Owners & Pilots
Maryland Airport Managers Assn
Michigan Assn of Airport Execs
Minnesota Aviation Trades Assn
Mississippi Ag Aviation Assn
Montana Aviation Conference
Mooney Aircraft Pilots
National Aerospace FOD Conf
National Air Transportation Assn
National Assn of State Avtn Officials
National Aviation Underwriters

National Congress-Avtn/Space
Educ
North Carolina Airports Association
Northrop
Oklahoma Airport Operators Assn
Oregon Air Fair '95
Ozark Airlines
PDQ Air Service
Pensacola Aviation Center
Pinnacle Air Network
Piper Aircraft
PPG Aircraft Products Div
Prof Aviation Maint Assn
Raytheon Aircraft
Sabreliner Corporation
Showalter Flying Service
Signature Flight Support
South Carolina Aeronautics Comm
Southeastern Airport Managers
Assn
Southeastern Avtn Trades Assn
Sporty's Pilot Shop
Superior Air Parts
Tennessee Airports Conference
Tennessee Aviation Maint Seminar
Texas Airport Operators
Trans World Airlines
Triton Fuel Group
Turbine Aircraft Srvcs, Inc
United Beechcraft Tampa
U.S. Army Aviation Assn of America
Wisconsin Aviation Conference
Women in Aviation, International