



**For the Travel Consultant: Ten Top Tips
Spotting the Signs Pointing towards Fearful Flyers.**

The following FAQs cover the common concerns of people who are nervous flyers.

A client may also ask these for other reasons.

Sensitive enquiry is important to identify what underlies the questions.

The greater the number of these questions asked, the more likely it is that the person has a fear of flying.

- ✓ How long is the flight? (And is there a similar destination that's nearer?)
- ✓ How big/small is the plane? (And are there other bigger/smaller options?)
 - ✓ What's the cruising altitude?
 - ✓ Does the journey go over water?
 - ✓ Is it nonstop?
 - ✓ Is it a night flight?
 - ✓ Which airline is it?
 - ✓ What type of plane is it?
 - ✓ What's their safety record?
- ✓ How many passengers and how many engines does it have?

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