

TRAVEL AND HOSPITALITY

Magellan Jets develops new program for risk-free membership

May 2, 2019



Magellan ups its customer offerings for new fliers by allowing risk-free flying. Image credit: Magellan Jets

By STAFF REPORTS

Private aviation firm Magellan Jets is releasing a risk-free membership with a 30-day satisfaction guarantee, bucking the trend of most private jet memberships.

Subscribe to **Luxury Daily**
Plus: Just released
State of Luxury 2019 **Save \$246 ▶**

Elevate is the private jet firm's newest membership program that will allow for refunds for unhappy customers for up to 30 days. The program is meant to erase the common strategy in the private air industry that requires customers to pay membership fees before even taking their first flight.

"The launch of Elevate is by design, removing the red tape that has restricted the benefits and freedom of private jet travel for too long," said Anthony Tivnan, president and cofounder of Magellan Jets, in a statement. "We invite our members to fly on their schedule 365 days a year, using the right aircraft for their mission, at one consistent price without all the hidden surcharges and fees.

"Simplicity, reliability and flexibility is how we elevate their travel experience," he said.

Flying with ease

Magellan is allowing customers to purchase hours to fly in various aircraft such as Phenom 300, Challenger 300 and Gulfstream 450 in its Elevate membership.

The program guarantees no blackout dates or peak surcharges, allowing members to book any aircraft every day of the year.

Magellan is touting Elevate as the most straightforward and easy-to-use membership program. It includes a member success team, a dedicated private aviation consultant, industry-leading safety and security standards and 24/7 live flight support and compliance teams.

In addition, Magellan is working with the Sikorsky helicopter company for quick trips in the Northeast.



Magellan Jet's Phenom 300. Image credit: Magellan Jets

The aviation firm also previously spurred sign-ups from new members through a custom gift with purchase.

Working with Passavant and Lee, Magellan designed a special version of the brand's No. 25 briefcase that caters to its clientele. New clients who booked a 10-hour holiday jet card for a midsize or large plane received the briefcase as a thank-you for booking, giving an added incentive to join during the year of the promotion ([see story](#)).

© 2020 Napean LLC. All rights reserved.

Luxury Daily is published each business day. Thank you for reading us. Your [feedback](#) is welcome.