NEW IADA-ASA PARTNERSHIP ENHANCES AIRCRAFT APPRAISAL EDUCATION ACROSS THE INDUSTRY

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The International Aircraft Dealers Association (IADA) and the American Society of Appraisers (ASA) have formed a new educational partnership aimed at expanding professional development opportunities for members of both organizations and enhancing aircraft appraisal expertise across the general aviation sector.

As part of the collaboration, IADA's Quarterly Market Reports will be incorporated into ASA's Machinery & Equipment Valuation Methodology (Aviation Specific) curriculum. Candidates pursuing ASA's prestigious Accredited Senior Appraiser (ASA) designation will gain access to up-to-date market intelligence derived from IADA's global network of accredited aircraft dealers, certified brokers, and aviation service providers. To further enrich the learning experience, IADA Board Chairs will deliver virtual presentations on the reports as part of the program.

The partnership also includes the joint development of a new online broker education course through IADA-U. The program will provide aviation professionals with a comprehensive overview of aircraft appraisal methodologies, industry standards, documentation requirements, and valuation best practices. In addition, the course will explain ASA's credentialing process and offer aircraft dealers, brokers, and other industry stakeholders valuable insights into the information and analysis required to support credible aircraft valuations.

Lou Seno, Executive Director of IADA commented: "These on-going learning initiatives greatly contribute to both organizations.ASA students gain valuable market intelligence, while IADA

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members gain a better understanding of the disciplined process behind professional aircraft appraisals and how they can contribute to more accurate valuations."

Guillermo Ortiz de Zarate, Chief Executive Officer of ASA stated: "Education is central to ASA's mission, and this partnership benefits both organizations. Combining IADA's market expertise with ASA's appraisal education helps strengthen professional knowledge and confidence throughout the business aviation industry."

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02 NOVEMBER 2026

ARTICLE LINK:
https://ut.50skyshades.com/news/business-aviation/new-iada-asa-partnership-enhances-aircraft-appraisal-education-across-the-industry

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