



## CHANGING PROFILE

My flying has changed drastically in recent months. In 2013, my level of business travel changed as I shifted to a smaller number of more active aviation clients in my consulting business and began spending more time as a novelist. This drastically reduced the number of hours I flew annually in the Bonanza that my business entity had operated since 2005. In the 88 months from September 2005 through December 2012, I flew the Bonanza about 1220 hours to support my business activity. That works out to an average of about 166 hours per year.

In 2013, as my client profile changed, my business travel needs decreased, especially my frequent multi-stop trips to meet with actual and potential clients. I was now looking at forecast usage of 100 hours a year or less, probably far less. This triggered the accountant in me and I realized that the cost per hour to operate the Bonanza would skyrocket. In addition, instead of making multiple stops to non-airline hub and remote places, ideal for the Bonanza, I would mostly be making simple round trips to Washington, D.C., from Seattle, ideal for a business class seat on Alaska Airlines (which flies non-stop round trips twice daily). As a result, in June 2013 I put the Bonanza on the block and left it with a broker on the east coast while I was on a multi-stop trip. It finally sold in January 2014.