

Transforming Private Aviation

An Interview with Jack E. Lambert, Jr., Chief Executive Officer, FlyHouse

EDITORS' NOTE Jack E. Lambert, Jr. is an industry veteran, widely respected for his leadership and innovation in private aviation. His aviation career spans decades of experience, and his achievements extend beyond business.. A graduate of the University of Massachusetts Boston, he was a standout student-athlete, holding records in three sports and earning All-American honors. His exceptional achievements led to his induction into the university's Hall of Fame, further fueling the drive and determination that would later define his leadership in aviation. Building on this foundation of excellence, he went on to found and serve as CEO of Jet Access Aviation. Known for his creative vision and hands-on approach, he has earned a reputation for reshaping how businesses and clients experience private aviation. At Jet Access Aviation, he gained notable recognition for pioneering a revolutionary approach to selling one-way flights, challenging traditional models and offering greater flexibility for clients. Under his leadership, Jet Access Aviation became an industry leader and a trusted global brand, renowned for its commitment to customer service, transparency, and operational excellence. At FlyHouse, he continues his forward-thinking leadership style. His vision is rooted in the belief that transparency, trust, and putting people first are key to sustainable success. His passion for aviation and unwavering commitment to service have enabled FlyHouse to redefine private flight, offering luxury, convenience, and affordability through a groundbreaking business model that benefits both jet owners and customers.



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auction app allows users to book luxury private flights at competitive prices, with jet owners bidding to offer the best rates based on user demand, ensuring both affordability and flexibility.

Will you discuss your career journey?

My career in aviation has been shaped by a desire to innovate and challenge the traditional models in the industry. Before starting FlyHouse, I founded Jet Access Aviation, where I was able to pioneer a new way of selling one-way flights. After building

that business into an industry leader, I realized there was a bigger opportunity to reimagine how the entire private aviation experience could work for both owners and passengers. This led to the creation of FlyHouse, where we focus on transparency, efficiency, and providing a world-class experience to our customers.

Will you tell the FlyHouse story, and how you define the FlyHouse mission?

FlyHouse was created to completely transform private aviation. We're a company that challenges conventional thinking, offering unprecedented pricing flexibility through an



innovative app that allows owners to bid based on what users are willing to pay. Our mission is to make private air travel more accessible, more affordable, and ultimately, more enjoyable by using technology and a customer-first approach to create an experience unlike anything that exists today.

How is FlyHouse redefining ownership?

At FlyHouse, we redefine ownership by removing the traditional pain points of private aircraft management. Our platform allows owners to maximize the utility and profitability of their planes while minimizing the stress of ownership. With no hidden fees, we pass

COMPANY BRIEF FlyHouse (goflyhouse.com) is an industry leader in private aircraft management, committed to delivering exceptional safety, service, and transparency. Headquartered in Scottsdale, Arizona, the company operates a diverse fleet of aircraft, including Gulfstream IVs, Vs, 550s, G200s, and Hawker 850XPs. Holding an ARG/US Platinum rating and worldwide certifications, FlyHouse manages over 1,000 aircraft on its platform. The company fosters a collaborative, team-based culture focused on providing best-in-class service to both customers and aircraft owners. In addition, FlyHouse's innovative reverse





through the true costs of services to owners, creating a relationship built on trust and transparency. Additionally, we offer personalized, white-glove services tailored to each owner's unique goals and expectations.

Will you highlight FlyHouse's focus on introducing a never-before-seen level of transparency into the private aviation space?

Transparency is at the core of everything we do. We've created a model where owners and clients can clearly see all costs involved, allowing for an experience built on mutual respect and trust. Unlike traditional aircraft management companies, we pass through all operational costs with no mark-up, providing an honest and straightforward experience. This transparency extends to our booking platform, where users can choose the services and rates that best fit their needs, knowing they're getting the best possible value.

Where do you see the greatest opportunities for growth for FlyHouse?

The opportunities for growth are immense. As more people look for alternatives to traditional air travel, the demand for more flexible, accessible, and affordable private aviation continues to rise. We see opportunities to expand our market reach, both geographically and in terms of services, to meet the evolving needs of our clients. Our technology-driven approach allows us to

scale rapidly and provide solutions that are tailored to individual needs, which is critical as we continue to grow.

How important has it been to build the FlyHouse team?

Building the right team has been one of the most important aspects of FlyHouse's success. We're fortunate to have a diverse, talented

group of people who bring unique perspectives and skills to the table. Every team member plays a key role in shaping our company's culture and ensuring that we deliver on our promises to both clients and owners. It's not just about hiring for skills; it's about hiring for passion and alignment with our values.

What do you see as the keys to effective leadership and how do you approach your management style?

Effective leadership is about being empathetic, transparent, and empowering those around you. I believe in leading by example and creating an environment where people feel supported, valued, and motivated to contribute their best work. My management style is hands-on yet empowering, and I strive to create an open-door policy that encourages collaboration, innovation, and a shared sense of ownership in the company's success.

What are your priorities for FlyHouse as you look to the future?

Looking ahead, our priorities are to continue growing FlyHouse's footprint, expanding our services, and further enhancing our technology. We're committed to improving the customer experience, and we're focused on bringing new and innovative solutions to the private aviation market. As we grow, we want to stay true to our values of transparency, customer-first thinking, and providing a truly exceptional experience for all of our clients and owners. ●

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