



Magellan Jets

Anthony Tivnan

## MAGELLAN JETS

“Consistent and predictable, yet personable and comfortable” is a compelling description of the private jet charter experience. Loyal fans say that once you try it, there’s no going back to commercial flights. Magellan Jets members also get flexibility and convenience, selecting from 10 of the most popular aircraft, including light jets like the Phenom 300 and other top jets like the Citation X, Challenger 300/350, and Gulfstream 450. Anthony Tivnan, co-founder and president of Magellan Jets since 2008, shares his thoughts on travel recovery and pent-up demand.

### **HL: Is pent-up demand real?**

**AT:** As more and more leisure destinations began opening up, the volume of flight activity has been increasing rapidly. This past March, there was a distinct surge in the volume of flights going to Mexico, the Caribbean, Aspen, Vail, Montana, and, of course, Florida.

### **HL: Crystal ball predictions for the longer term?**

**AT:** Over the next several years, I believe tourism will see record levels. This past year of the world being restricted to our homes has many people seeking once-in-a-lifetime experiences and reconnection with family and friends. Many will not put off travel opportunities the way they did in the past. The lockdowns have caused us to feel that we took for granted the opportunities for connection and experiences.

### **HL: What about silver linings that may have resulted from tough times?**

**AT:** I believe a major silver lining from this past year is our appreciation for human connection, lifetime experiences, and quality

time with family and friends. I believe packages that encompass unique destinations and experiences will thrive, as the pandemic has caused a reset in our thinking about the value of time.

### **HL: How might things have changed from our shared pandemic experience?**

**AT:** Aside from health and safety protocols, I believe guest experience levels will increase as many brands are focusing on the customer and providing outstanding customer service. When something is taken away from you, you learn to appreciate it that much more when it comes back. I also think many companies truly miss working with their customers as well as their own employees. There is greater sensitivity and a deeper human connection as a result of COVID-19, and this will be felt at all levels as we’ve all been fighting through this together.

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