

Drone

Cashing

Opportunity



**Make a living flying
drones even if you
have ZERO prior
experience**

droneybee.com



GETTING DRONE JOBS

The first way to make money with your drone flying skill is to get a drone job. First ask yourself what is it that you want like. Ask yourself the following set of questions -

Do you like photography and cinematography?

Do you want to work full time or part time?

Are you interested in engineering and/or possess engineering skills and qualifications?

What kind of "drones" are you looking at piloting - Small UAVs or military grade?

Are you comfortable working stateside or military?

Do you work for police or the fire department? Are you interested in agriculture?

Do you want to start a drone business?

Do you like teaching?

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➔ How much can you expect to get paid?



The pay depends on the type of the job and your experience/qualifications. Drone pilots typically reel in about USD \$50000 - \$70000. With experience, your potential to earn is much higher.

With engineering and instructor jobs, your pay rate would typically be higher than that of a drone pilot or a technician/maintenance man.

QUALIFICATIONS AND SKILLS

The skills and qualifications you will need will vary depending on what you specialize in. If you decide to go for drone photography/video, you will obviously need a strong photography base. On the other hand, if you plan on going the military route, the skill set and qualifications you would require are completely different.

In either case, you need to have the following to get a drone job or to make money with a drone:

Good piloting skills (Learn how to fly a quadcopter from scratch here) and working with various software and hardware tools related to your specialization.

Good team work capabilities

FAA certifications (Part 107 and/or class 2 medical certificates, depending on the job profile)

Security clearance (depending on the job profile)

However, if you want to become a drone engineer, going the technology degree route may be the way for you.

WHAT ARE THE KINDS OF JOBS THAT YOU CAN DO?

There are a myriad of different jobs you can do with your drone skills. However the ones that involve piloting are:

Drone photographer/videographer

Drone flight instructor

Search and rescue

Security officer

Infrastructure inspection and maintenance person

Military and surveillance

WHAT ARE THE KINDS OF JOBS THAT YOU CAN DO?

There are many online websites you can check out for finding "drone jobs". Here are some:

Indeed.com and other job portals

Drone base

Dronejobs.org

Join online forums and local meetups. If you want to make money independently in the sUAS world, you will need to build your reputation!



STARTING A DRONE BUSINESS

Starting a drone business is possibly the hottest thing right now. The FAA has finally regulated the commercial drone market under part 107. Aspiring commercial pilots have to take the FAA part 107 test and pass it, in order to operate drones legally.

This has removed the skepticism in hiring drone pilots. Moreover, since the regulation has only been passed, the industry is still in its early stages and the competition has not peaked as of yet.

The barrier to entry in terms of initial costs are at an all time low. You can get a drone with a 4K camera for about \$600 (without the extra accessories, of course).

You also do not even need an office or a bunch of employees. With proper client-getting framework in place, you can be a successful lone-wolf drone pilot and make a living with your awesome flying machine!

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➔ Where to get started?



Before you even think about making money with drones, you need to learn how to be a good pilot. Here are some resources to help you get started if you are a complete beginner.:

Train to fly a multirotor

Know how multirotors work

Learn how to manage batteries

Learn essentials on your specific niche (photography, mapping, precision agriculture etc)

PICK A NICHE AND HAVE A PLAN

Pick a niche and focus all your efforts into it. Build your skills, relationships and build clients in that niche. Do not think you can do everything at once, especially if you are just starting out.

The biggest mistake you can do is to dilute your efforts by spreading too thin. Real estate photography for example has a much lower barrier to entry in terms of skill compared to action sports cinematography or power line inspections so pick a niche that is also suitable to your skill set.

GET FAA CERTIFIED

In order to legally operate your drone commercially, you must be FAA certified under part 107. Commercial use of drones include the selling of photos and videos taken using the UAV, providing contract services like factory inspection, agricultural inspection, wildlife survey operations and providing security and surveillance operations with the UAV.

Checkout https://www.faa.gov/uas/getting_started/fly_for_work_business/

GET YOUR EQUIPMENT

Do you need the most expensive drone out there to get started? Most certainly not. In fact, if you are just getting started, getting the best drone possible is probably not the best decision in terms of budgeting, especially if it is limited. In order to get into something like real estate work, you can expect to pay around \$600 - \$1000 for your drone (excluding accessories).

What niche you intend to go into will ultimately determine how much you end up paying for your drone.

GET INSURANCE

There are two types of drone insurances:

The insurance coverage for the drone itself. This is mostly useful if you are flying a higher end, expensive drone that is used for agriculture or power line inspection (typically worth \$10000 +). For photography type drones, companies like DJI offer their own insurance for the drones they offer.

Liability coverages: There are many factors that determine the cost of drone insurance. Namely:

1. Whether or not you are certified under FAA part 107. You have to pass the test anyway, to operate legally!
2. The location where you will be most using the drone
3. Your past experience flying and logging habits
4. The purpose of your drone use. Power line inspection for example, may cost very differently than photography
5. The model of your drone

MARKET AND GET CLIENTS

So you have already picked a niche by now (if not, there is no point in thinking about getting clients), you should have a rough idea of who you want to serve. After you have made a decision on whether to serve Sally the realtor or Bob the security guy, now it is time to have a deeper understanding of what their pain points and needs are.

You may also want to setup a website because for the following reasons:

A place to show off your work and set expectations: There is no better way to display your work immediately to a target customer. Give them a link to your website and be done with it.

If you have a website, you can use online channels to drive more customers and leads to your services. In this day and age, if you are not using online marketing to acquire and expand your client base, you are missing out and leaving a lot of money on the table

To get your brand name out there and to have a home base for people to return to when they come across your brand name on both online and offline media.

SCALE

You could be content with being a one man army, but some of us would want to scale our drone service business after a certain point. Like any business, scaling up a drone service will come with challenges like hiring, managing your employees, logging flights, storing job specs and maintaining quality and loyalty of your employees.

The best place to start scaling up and increasing the work you can do per unit of time would not be to hire people, but to outsource parts of your work.

For example, if you are at the moment doing everything including marketing and getting clients, flying and capturing pictures and video, post processing, music integration and branding for your clients, you may want to start by outsourcing parts of the process like post processing and editing of the footage you capture. This will leave you with more time to do more work, ultimately making you more money.