

CONNECT, INSPIRE, AND LEAD



Who He Is – [Dustin Cordier](#), Head of Global Sales at [OGARAJETS](#) and additionally serves on the National Business Aviation Association (NBAA)'s Business Aviation Management Committee. Dustin began his career in the military after graduating from the US Air Force Academy and segued into business aviation, serving in leadership roles at Flight Safety International, Cessna (Textron), Embraer, and JetAviva where he served as its Managing Partner prior to joining OGARAJETS earlier this year. He previously served as the NBAA's Leadership Committee Co-Chair and continues to be dedicated to leadership issues within the business aviation community.

[Why You Should Listen to Him](#) – Dustin is effervescent and a natural at meeting and connecting with people. He commanded a room of over 450 people at the NBAA Leadership Conference with his wit and ease and will be participating in the 2022 IAWA Annual Conference workshop regarding moving from Protégé to Mentee. He also founded a leadership coaching firm to further his take on leadership that is simple, yet elegant – Leadership is about how you influence others that ultimately can lead to impact through how you lead. He is true to his values and embodies the concept of “Servant Leadership” that is based on five key activities: You must be AUTHENTIC; You must be VULNERABLE; you must be ACCEPTING; you must be PRESENT; and you must be USEFUL. These are not merely ideals – he reassesses his achievements and areas for growth on a monthly basis.

In our podcast, Dustin speaks about how he was one IAWA's first Advocates and covers a multitude of leadership issues ranging from the different types of leaders and their importance (Elon Musk vs his fellow US Air Force Academy graduate, Greg Popovich); a leader in business aviation who he holds in high regard (Ed Bolen) given his ability to lead through the turbulent waters created by the global pandemic; the importance of developing your “Who Map” (you will DEFINITELY want to take notes!) as it pertains to developing your personal board of directors; how non-aviation industry groups can play an important part in the development of your leadership; and the importance of showing grace for those who are learning about the importance of diversity.

How You Can Apply His Wisdom to Your Career – A few of the take-aways to contemplate:

- How do influence others and create impact?
- What are your core values and how to assess your adherence to them?
- How are you incorporating the five tenants of Servant Leadership into your leadership toolkit?
- How are you building your personal board of directors by connecting with other leaders inside and outside of the industry?
- How are giving grace to others so that they can grow and appreciate the importance of diversity?

