

Cruising Boat Buyer's Workshops

Get Dirty!

Two Full Days of Hands-On, Brutally Honest Information

Schedule

Day 1

0930-1200	Introduction Zeroing In On the Right Boat Ten Desirable and Undesirable Design Features Ten Desirable and Undesirable Construction Features Where To Find Reliable Information The Truth About Brokers The Truth About Surveyors
1200-1300	Lunch
1300-1700	Crawling Around Boats
1800-2100	Barbecue/Informal Discussion

Day 2

0930-1200	Overview Of Boats Inspected On Saturday Pre-Survey Techniques Ten Items Necessary For Happy Cruising Ten Items Unnecessary For Happy Cruising Ten Keys To Controlling The Cost Of Retrofits
1200-1300	Lunch
1300-1600	Crawling Around Boats
1630	Conclusion, Farewell

If you are seriously in the market for a used sailboat, my workshop is just what you are looking for. Choosing among the vast array of boats available on the second-hand market is confusing for the novice and experienced sailor alike. Selecting the right boat requires accurate information and experience, two ingredients that can be difficult to find through normal channels. Unfortunately, purchasing a used boat

is like sliding down a slippery slope; once the process begins, it is difficult and costly to stop. Everyone involved has a stake in your decision. They don't get paid unless you proceed. They're pros and are skilled at prodding you along. For example, the cost of finding, hauling, and surveying a 40-foot boat can easily run \$1500 or more. At that point, it's painful to admit that you made a mistake.

This is where I come in. My workshop can help prevent you from making costly mistakes. My experience works for you. I have sailed 40 different makes and models at least 1000 miles. All humility aside, not many can make that claim. I've researched and written hundreds of boat reviews. My suggestions on what to look for during a pre-survey can save you thousands of dollars. I share hard-won knowledge of design, construction, and handling characteristics. I pass along breaking information from extensive industry contacts to steer you toward the right boat at the right price.

Five Keys to Buying a Used Sailboat

RESEARCH - How to unearth essential and accurate information that will allow you to make an informed buying decision.

BROKERS - The good, the bad, and the ugly. What to expect from brokers and how to make them work for you. The right broker can be a valuable resource.

PROCESS - From your first offer, through the sea trial, survey and closing; how to maintain control of the buying process. Remember, you have the one thing that the seller wants - the money.

PRE-SURVEY - A step-by-step, do-it-yourself guide to evaluate a boat before you are committed to a full-blown survey and sea trial. This simple 30-minute program will save you time and money.

RETROFITS - Prioritize the project and discover ways to save thousands of dollars along the way.

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