

Yacht Sales 10

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Smart Yacht Marketing 101 Mark Duncan,2018-09-21 Smart Yacht Marketing 101 is the first-ever yacht industry resource to help yacht owners, captains, sales and charter brokers, corporate management and industry marketers better present and market their yachts for improved stand out, increased enquiries and smarter, more sustainable client service.

The Book on Superyacht Sales Urs Schmid,2018-09-22 With this book, Urs Schmid shares years of experience in Sales, Negotiation and Communication. In the early 90's he entered the Yacht market and was able to create thousands of contacts. Through these experiences and the implementation of the 7 Swiss top Secrets to Success, he developed and tested these proven techniques to become strong and effective in the sales and communication process. They are easily described and understandable which makes the book very valuable to the reader. The book has been designed for everyday use as a reference guide allowing the readers to select chapters that pertain to their present challenge they are experiencing and lead them to their individual solution.

Directory, Licensed Yacht and Ship Brokers, and Salespersons ,1995
Yachting ,1975

Boat Dealer Profits Matt Sellhorst,2017-06-02 Boat Dealer Profits; How the SPLASH System can help you sell more boats, make more money and have more fun is the definitive book on building a highly profitable and fun boat dealership. Whether you are brand new or in the 4th generation of family ownership, you'll discover transformational information inside this book. What others are saying... Lynette and Matt of Santomenna of Race City Marine: Matt's program is what I like to call a 'dealership in a box.' You open it up and there's everything you need to implement the system in an effective way. Open Melanie Clement of Lakeshore Sports: We were referred from another dealer in our 20 Group, and he told us you were going to give us some really unique strategies, which you did. But, what really helped us get such a great start was the accountability - that you had us call in every week to make sure we were actually doing it. Will Massey of Custom Marine: Being involved in Matt's program is unusual in that we are actually getting a product. We are not just getting valuable information and ideas but actual tools we can take home and start using in our dealership right away and that's very unique. Matt Sellhorst Matt Sellhorst is the founder and CEO of Boat Dealer Profits and the creator of the SPLASH System guaranteed to help select dealers sell more boats, make more money and have more fun. Matt is the sales and marketing columnist for Boating Industry Magazine, host of the Boat Dealer Profits podcast and Boat Dealer Profits TV where he shares tips, tricks and tactics to boost profitability in any dealership willing to implement the ideas. Sellhorst has also been featured in the Movers and Shakers edition of Boating Industry and has spoken multiple times at the Marine Dealer Conference and Expo, Marine Retail University, dealer and manufacturer events and other industry conferences. His journey from a 'no-boat-selling-son-of-a-gun' to a top producer at a 6 location dealership to sought after coach and consultant to dealers around the world mean all of his strategies are based on real world, nose-to-nose, toes-to-toes experience that have been proven to work in today's changing boat sales environment.

MotorBoating ,1990-01

Yachting ,1992-05

The Lady M Fred Capt Fred,Capt Fred,2009-04 The story of one couple's dream of owning a Nordic Tug. From the dream to the honeymoon with their tug and everything in between. Its all here. The highs and the lows that lead to owning THE LADY M.

MotorBoating ,1995-03

MotorBoating ,1986-02

MotorBoating ,1963-12

MotorBoating ,1980-12

Sea and Pacific Motor Boat ,1972

Rowdy Christopher Madsen,2015-08-15 When Christopher Madsen made the snap decision- perhaps a rash decision-to buy and renovate the famous 1916 racing yacht for which this story is named, he could scarcely have imagined the consequences that were to follow. During the

renovation Madsen's investigation of the original owner, New York senator Holland Sackett Duell, uncovered a remarkable true life 1920s adventure and love story; one which fully brings to life the era and flair of Gatsby and Hemmingway yet, by contrast, Rowdy is completely true, historically significant and meticulously documented in support of the authenticity. The reader first walks in Duell's footsteps as he departs New York in 1918 to participate in the Great War (the most detailed accounting ever written on New York's 306th Field Artillery, 77th Division). Highly decorated upon return, the adventure continues as Duell is immersed in politics at the highest level, the birth of Hollywood, sailing competitions with some of the richest men in America, fortunes and mansions and love affairs as well as scandalous affairs. A newly unearthed gem in American history, Rowdy will enjoyably transport the reader back in time to the Golden Age of Yachting-AND EVER SO MUCH MORE!A multi-award winning story and a beautiful coffee table book; 8 A1/2 X 11 hardcover with the look of worn, vintage leather, gold leaf stamping, rounded spine woven burgundy book mark. Full reviews, sample pages, awards etc., at <http://www.rowdystory.com>

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