



How Blue Water Boat Brokers Lists and Sells Your Boat:

- Is the boat in marketable condition and realistically priced for this market?
- If the boat meets with the criteria above, we will ask the owner to supply information necessary to enter into a brokerage agreement with Blue Water Boat Brokers.

When the owner agrees to employ Blue Water Boat Brokers, the following will happen:

- The owner will be asked to complete a Blue Water Brokerage Agreement and a Vessel Information Form.
- A "Net Price to Owner" or an standard agreed commission schedule will be put in place when the boat is listed.
- Copies of all original transferable USCG Documentation papers, state registrations, and titles must be produced. All items and serial numbers must verify.
- Any outstanding and previous paid loans/mortgages against the boat must be substantiated with original satisfactions, and current loan documentation.
- If there is a current loan against the boat, this loan must be satisfied in full prior to or during the sale closing. In order to satisfy a loan, the broker must have real documentation in hand with the owner(s)/borrower(s) social security numbers. This is necessary to determine the final payoff amount at the closing.
- All service records that substantiate stated information must be available with the listing.
- Any equipment owners/operation manuals should be made available for the new owner when the boat is sold.
- The owner/seller must produce an insurance policy that remains in effect during the listing period.
- The broker is to be granted permission to full access of the boat with keys and any alarm codes in hand at all times.
- The owner is responsible to keep the boat presentable, and in good working order at all times during the listing period. We always recommend that the boat be professionally cleaned and detailed prior to being offered for sale.
- It is recommended that, at all times, the boat be kept in 100% ready to sail condition, in the event that a sale is created and a transaction can be scheduled for an ASAP closing.
- All personal gear should be kept out of sight or removed from the boat while the boat is being offered for sale. Potential buyers are always influenced by first sight, odors, cleanliness, and a perfectly functioning boat.
- The broker may ask that you sea trial the boat prior to listing to confirm that the boat, and systems function as stated.

Once the listing and the required information are in place, Blue Water Boat Brokers will proceed to sell the boat as follows:

- If the boat is a visible area, a sign will be securely placed on the boat with contact information. We have agreed that any potential inquiries will be directed to Blue Water Boat Brokers.
- The boat will be advertised on the internet through services that Blue Water Boat Brokers subscribes to; Yachtworld.com, Boats.com, BoatTrader.com, YachtTrader.com, SailboatTrader.com, Google.com, Yahoo.com, 123SellMyBoat.com, and the Blue Water website, etc.
- Print ads will be placed in publications that Blue Water deems worthy.
- The listing will be shared with International Brokers, and Agents that Blue Water has standing relationships with.
- Blue Water will offer to take a boat on trade that Blue Water deems to be easily marketable. Blue Water will pay the owner/seller of the listed boat the predetermined "net price to owner", and keep the trade as Blue Water inventory for sale. This will be at the sole discretion of Blue Water Boat Brokers.
- Blue Water will continue to market the boat during the listing period to the best of its ability. Blue Water will keep in touch with the owner/seller, advising the activity during the listing period.
- Blue Water will offer competitive bank financing and insurance to potential buyers.
- A closing checklist will be given to the buyer and seller prior to the closing. This list will show the disbursements that will take place at the closing.

If you have any questions, please feel free to contact us at any time. There is no money earned unless we sell your boat.

Blue Water Boat Centers Inc.

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