



## **Menu of services for FSBO**

(For euro payments add 15% for ease of calculation)

All prices include VAT

**View boat, take photographs, write specifications and copy, and put onto FSBO site** **£195**

**First months advertisement (with proofreading and checking)** **FREE**

**Subsequent months £150 per month (Discounted to £100 up until December 31<sup>st</sup> 2009)**

**Broker advice on-line by e-mail** **FREE**

**Valuation (on viewing details and photographs)** **FREE**

**Advertisements in printed media (1/4 page U.K.)** **£250 plus VAT**

Clients Choice - Typically - Motorboat and Yachting / Yachting Monthly / Yachting World / Yachtworld Magazine / Boats and Yachts – Others including Boat International upon request. Usually these rates are much less than a Private Advertiser would be able to negotiate.

### **Google ad words Campaign**

We often use these campaigns in the course of our brokerage business. We know they work. We will design and run an ad words listing that will bring up your boat on the first page on Google. The cost varies but it is typically around £ 60 per month, you set the limit that you want to spend. We will supply statistics to show you how your ad is benefiting your sale; this is very product specific and works well to support your advertisement.

**Viewing (accompanied)** **£150**

We will meet potential buyers on your behalf and show them the boat; we will not take the boat from her berth. As experienced brokers we can show the boat off to its best advantage. (South Coast and East Coast UK)

**Sea trials** **£275**

Sea trials will normally last an hour or so. We will only do this with qualified and insured captains. Sea trials are not usually undertaken until a Sales Contract has been signed and a deposit has been paid, although this does not always have to be the case. We would advise that at the very least a price has been agreed, and there is a verbal agreement in place to proceed if the sea trial meets with the expectations of the buyer and performance claims of the vendor.

## **Preparing Contracts**

**£100**

Using standard forms

Note - If Solicitors (as opposed to Marine Lawyers) are used in the transaction it can become complicated, expensive and can delay what should be a simple process. Specialist Marine Lawyers are best qualified to deal with contracts & transfer of title as general Solicitors are unused to dealing in the marine market. Their rates will vary however we are happy to supply a list of suitably qualified Marine Lawyers upon request.

## **Banking:**

**£250 including bank charges\*\***

This fee is to act as 3<sup>rd</sup> party banker, that is the deposit and /or sales proceeds can be paid to a designated Power To Sail Client Account which is governed by our standard contract. This is NOT an ESCROW account, which currently is difficult to facilitate due to stringent Banking Regulations.

\*\*This fee is usually shared by the Vendor and Purchaser.

## **Know Your Client**

**£45**

Know your client- significantly reduces the risk of prosecution with money laundering charges, should your buyer be using illegitimate sources of funds for your boat.

## **Title checks including most European Yacht Registries.**

**£99**

## **De-registration including most European Yacht Registries**

**£49**

## **VAT / Document checks**

### **Finance**

We can arrange finance for you and can usually negotiate very competitive rates; this service is free to the purchaser as we receive a commission from the finance company.

### **Surveys**

Contact us for a list of local Surveyors.

### **Deliveries**

By road and sea, we can arrange this for you if you like; we use only experienced, insured and responsible operators for this important role.

Any other services please ask.