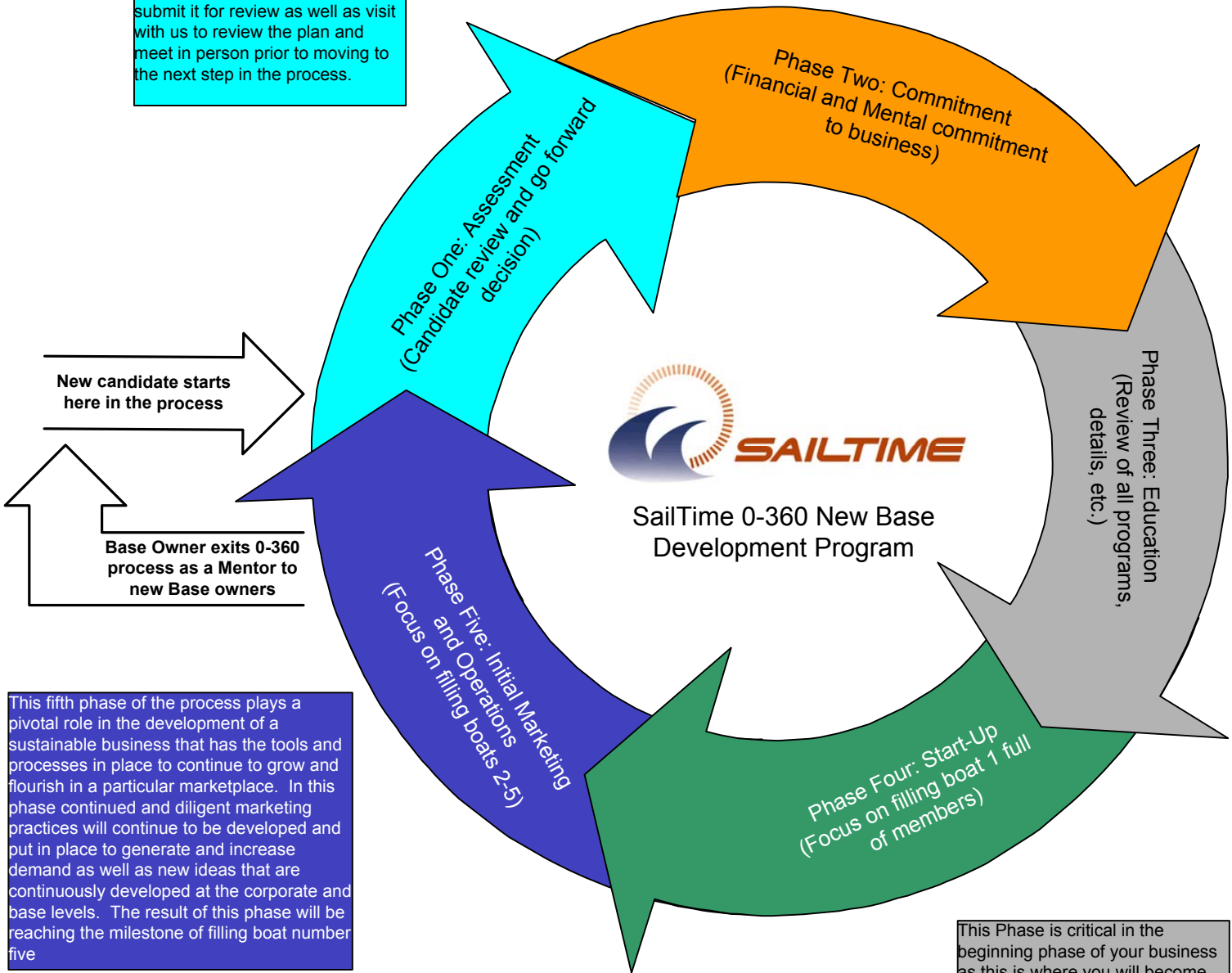


This important first phase is where we get to know you and you us. In this phase we review your application, desired location and many other variables to determine your level of interest, commitment, experience and other important factors. You will be asked to develop a draft business plan and submit it for review as well as visit with us to review the plan and meet in person prior to moving to the next step in the process.

This important second phase is where we make commitments to one another. In this phase we will agree to a territory that will be yours and you will write checks to us that will allow us to see your commitment in addition to financing activities and the ordering of your first boat. The result of this phase will be good faith gestures on both parties parts to effectively move forward in setting up your business as envisioned.



This fifth phase of the process plays a pivotal role in the development of a sustainable business that has the tools and processes in place to continue to grow and flourish in a particular marketplace. In this phase continued and diligent marketing practices will continue to be developed and put in place to generate and increase demand as well as new ideas that are continuously developed at the corporate and base levels. The result of this phase will be reaching the milestone of filling boat number five

This fourth phase is where all of the work of creating the business and laying the groundwork for your operation are completed. The product of this phase is a complete and operational business framework ready to do business effectively, efficiently and at the expected level of quality and synergy in your marketplace as can be expected. This is an important phase as it helps to springboard you into the future with a well greased machine. The result of this phase will be reaching the milestone of filling boat number one

This Phase is critical in the beginning phase of your business as this is where you will become indoctrinated into the world of SailTime and how all of our systems, programs and processes work to create the SailTime Fractional Sailing concept. This phase incorporates self study, a visit to SailTime in Austin and a SailTime visit to the field to insure the proper set up of your base, fleet, accessories, etc.