



SailTime  
Fractional Boat Club

# The world's leading boat membership company



Founded in 2001 in Austin, Texas, SailTime has quickly grown to be the largest fractional boating company in the world.

Our commitment to providing affordable boating fuels our growth and drives our relationships with our boat owners.

We welcome you to explore the possibility of joining more than 100 owners worldwide who are proud to be a part of the SailTime family!





# Sail with the best

As a testament to the strength of SailTime, we have been named among the top businesses in America by two prestigious publications.

SailTime is the only company in the sailing industry to receive such awards.







# Time...

## What is the value of your time?

You could buy a used boat, but would you rather spend your time on the water or invest endless days of fixing the aging systems on an older boat?

You could buy a new boat privately, but do you have time to manage and maintain it, or do you just want to go sailing?

You could charter, but don't you want to sail more than a couple occasions per year?

## There is a better option

SailTime is a fractional boat membership program, part of the sharing economy. In fact, SailTime was a pioneer in the sharing economy with companies like Uber, Airbnb, and Zipcar.

The SailTime model provides its clients with exclusive access to a specific boat for a full season. There is one owner and only six to eight highly competent members per specific boat.

As an owner, this model ensures that your boat is meticulously cared for and maintained to the highest standards.







# Life on the water with SailTime

From the thrill of cresting white tops in a southerly breeze, to the pleasures of anchoring in a secluded bay as the sun sets on the horizon, few other activities can offer the range of experiences and social opportunities that a day on the water can.

## 1 As a SailTime Boat Owner

### Generous Boating Access

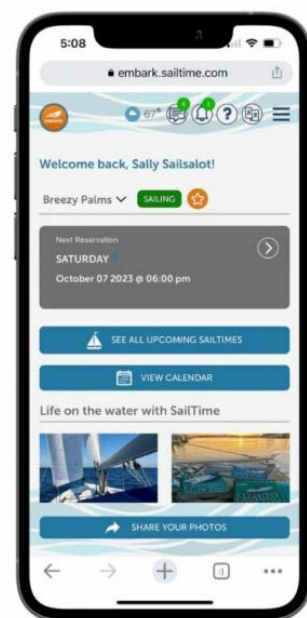
As a SailTime boat owner, you will have guaranteed regular access to your boat while using SailTime's proprietary online scheduling system. This allows you guaranteed monthly usage and unlimited last-minute reservations booked online with 36 hours. Your boat will be docked at a local marina, ready to sail with the fuel and water tanks topped off. This makes going for a day sail a convenient and pleasant experience.

### Professional Boat Management

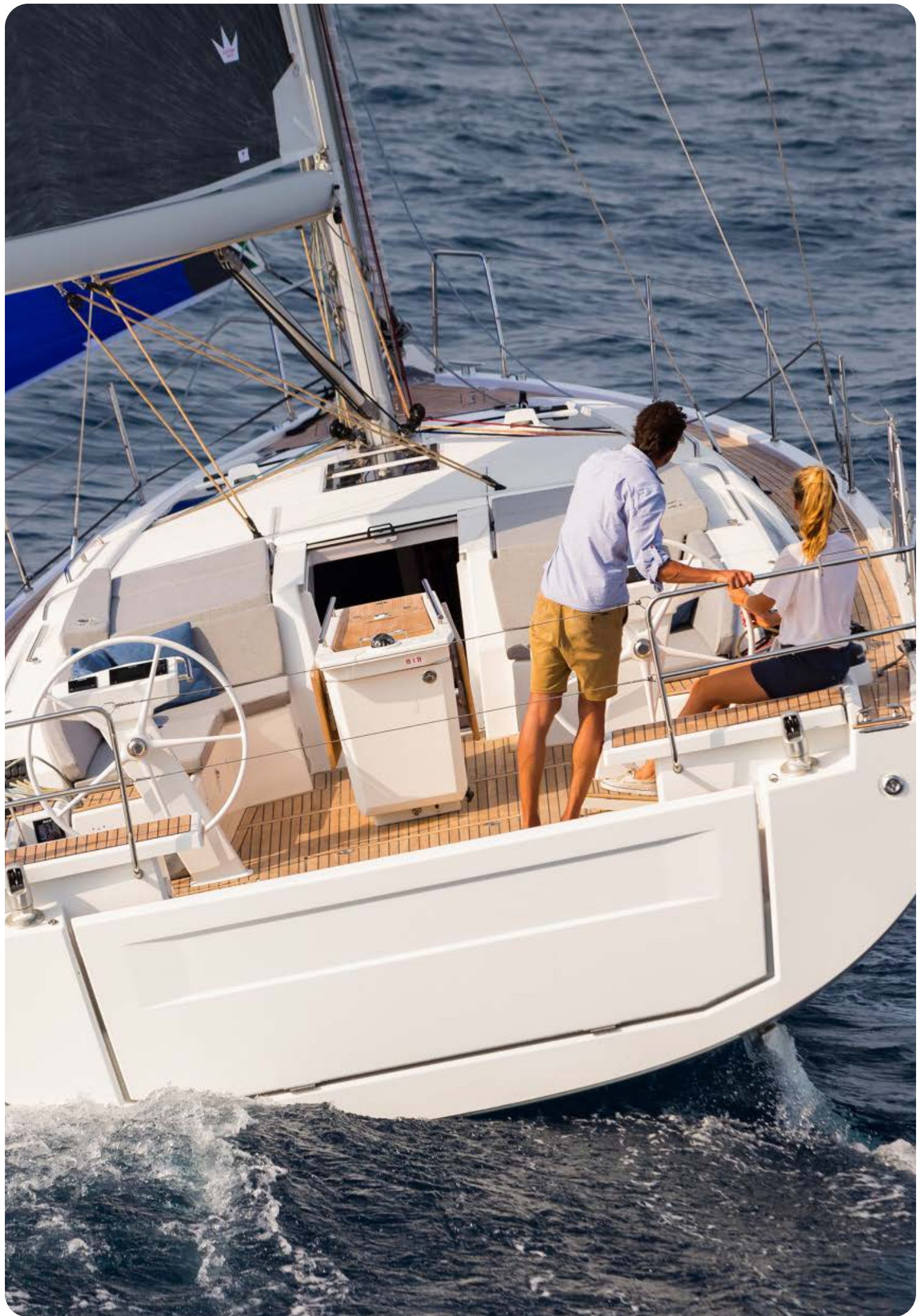
Regular boat maintenance is a big expense and requires significant time and expertise. SailTime boat owners don't have to worry about those headaches. Your local base manager will be notified, via the SailTime Embark app, everytime your boat departs and returns. They handle regular maintenance, preventative care, and repairs. As a boat owner, you will be kept well-informed of your boat's rigorous upkeep via the SailTime app.

### Stress-free, Affordable Boat Ownership

You are the sole owner of your boat and you will receive all the benefits of ownership without the time requirements of owning a boat. This is a stress-free, practical, and affordable way to own the boat that best suits your lifestyle. SailTime provides you with consistent monthly revenue through the Membership Program.\*



\*Ownership program varies by location, additional terms and conditions may apply





## 2 As a SailTime Member

SailTime give you guaranteed time on a new model yacht all season long

Fractional membership makes boating affordable and easy. With SailTime you share access to a new model yacht with other SailTime Members. Each member gets guaranteed usage every month and SailTime covers the cost of insurance, marina fees, cleaning, maintenance, and repairs. In addition to this, if your boat is available within 36 hours you can use this time without it coming out of your allocation (please note there is an additional fee for lite memberships).

The all-inclusive monthly membership fee is typically less than a day charter rate for a similar-sized boat. SailTime also provides a comprehensive training for each member. This training includes taking you out on the water to make sure you are totally happy and comfortable with the boat you have joined. With SailTime's professional yacht management and interactive online scheduling system, your boat is ready when you are. You can enjoy the luxuries of sailing, without the commitment of boat ownership.

All our sail boats are generously equipped with the most modern options and are outfitted with all the cruising gear and the safety equipment that you may need. All you would have to bring with you for your trip is your food and bedding if staying overnight.

Imagine all the great memories to come with friends and family out on the water. Join SailTime and experience the thrill of riding a brisk breeze as your boat cuts through the waves, heading for a secluded bay at sunset, to enjoy a quiet dinner under a pink-streaked sky.

## 3 As a SailTime World Traveler

Access to over 100 boats worldwide with SailTime Plus

An option for all Members, SailTime Plus enables you to purchase time on SailTime boats in other locations. This is not a charter service and we only offer SailTime Plus to SailTime Members. SailTime Plus rates are significantly less than an equivalent charter boat and also offer a number of excellent benefits. For example, SailTime boats are generally newer and higher quality than charter boats. To organize SailTime Plus, simply contact your base manager who will check on availability for you.







# Financial benefits of SailTime boat ownership

SailTime's innovative yacht management program provides consistent revenue and significantly reduces the cost of ownership.



## Return On Investment - Consistent income paid every month

Guaranteed and performance based revenue programs are available, providing peace of mind while optimizing your financial return.\*

## Cost - All expenses are managed by SailTime

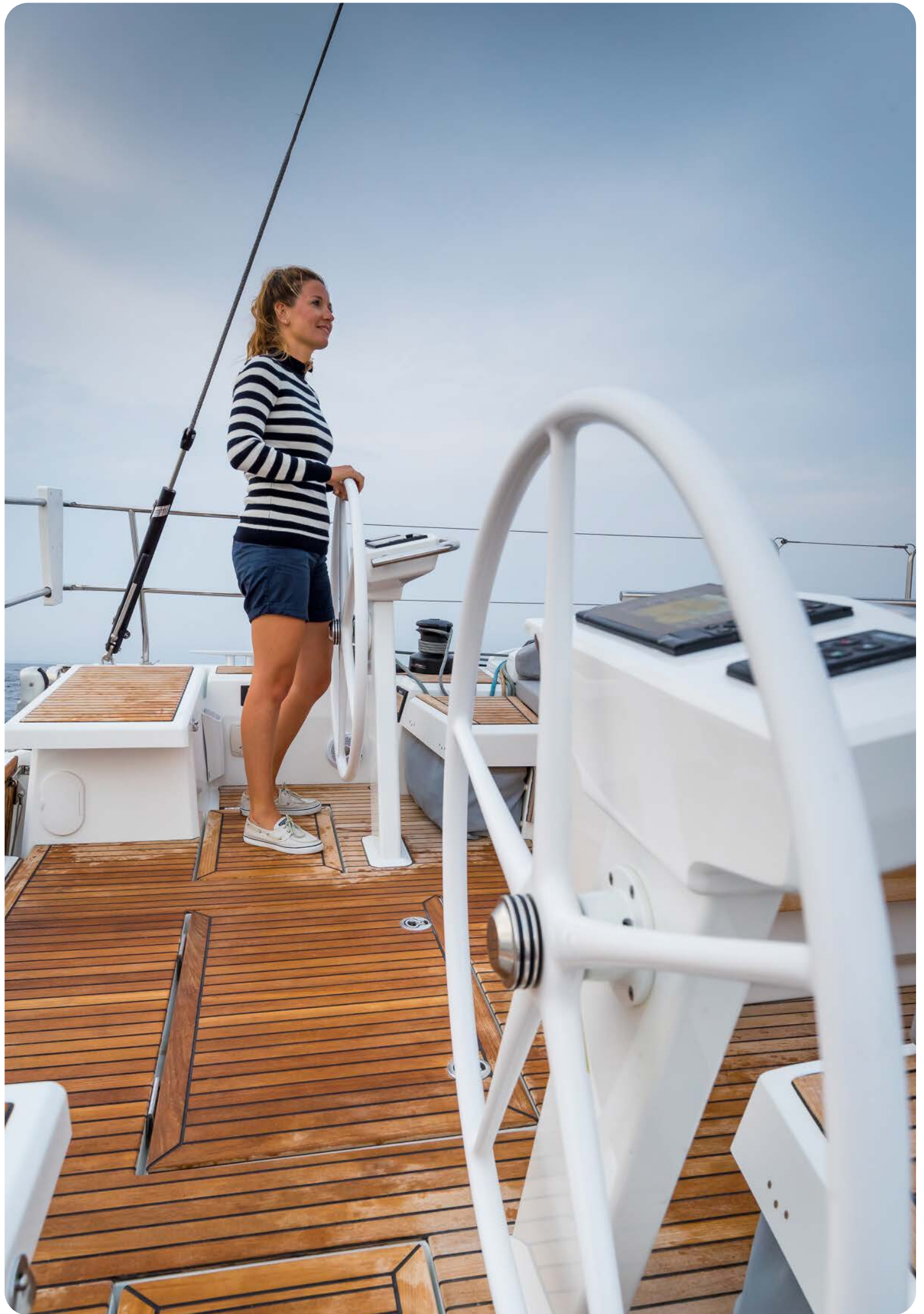
Expenses are paid with the revenue your boat earns including: dockage, maintenance, insurance, and winter storage fees.\*

## Time - Owners are provided a Premier Membership

Generous access with 14 guaranteed sail times per month and complimentary reservations booked within 36 hours.\*

\*Ownership program varies by location, additional terms and conditions may apply







# Are you ready?

Dive in and set your course to smart affordable boat ownership with **SailTime**.

The first step in buying a SailTime boat is to meet with your local SailTime Base Representative and determine the boat you'd like to order. They will show you the pricing, discuss options and show you the model in which you have interest. If the specific model is not currently in the fleet, the Base Representative will work with you, the local dealer and the SailTime Broker so that you may view that model at the dealership.

## Typical process and timeline for SailTime Ownership

- 1 Determine which model you would like to purchase.
- 2 Apply for SailTime Marine Financing (typically a 24-48 hour turn-around)
- 3 SailTime will work with you to place your order directly with the boat manufacturer. This step also includes the required 10% down-payment at the time of order.
- 4 Receive lead-time updates from SailTime
- 5 Your boat will arrive at your SailTime Base ready to be commissioned. Depending on the time of year, the commissioning process can range between two and eight weeks from arrival.
- 6 Pick a name for your boat so that the graphics can be ordered. Some SailTime bases have themes for their fleet, so check with your local Base Owner.
- 7 SailTime arranges insurance, slips and orders the outfitting package.
- 8 Check ride and orientation with the local SailTime Base Owner to review your boat's systems and take a test sail.
- 9 Christening party! Once we know the date your boat will be ready, we will throw a dockside party and launch your new boat.
- 10 Happy Sailing!

# SailTime Boat Owner FAQ

**Q** How many people own the boat?

**A** Just one: You would be the only owner. The boat is shared by the owner and a limited number of non-equity Members who join the program for a 12-month term.

**Q** How much income can I expect to receive as a boat owner?

**A** This will vary by the size and type of boat that you select. The regular income you will receive is determined by the terms of your specific boat choice and the regional requirements of the base location that you choose.

**Q** How long will the SailTime base manage my boat?

**A** A SailTime base will manage the boat for three years initially, with two renewable one-year options. This allows you to have the boat managed within the program for a total of five years, if desired.

**Q** Can I remove my boat from the program within the term of the agreement?

**A** Yes, if you provide a notice to the base nine months prior to when you want to take the boat out of the program.

**Q** Who maintains the boat and pays insurance and marina fees?

**A** SailTime.

**Q** What are my monthly membership costs?

**A** You will have no monthly membership costs unless you own a gasoline-powered vessel. In that case, you will be required to pay a fuel charge (based on the actual metered fuel usage during an outing). This covers the raw cost of fuel and engine servicing.

**Q** What are the specifications of the boat?

**A** All of our boats are very well specified with upgraded options such as a chartplotter, autopilot, air conditioner/heater, electric windlass, and other features that make boating convenient and enjoyable. Some boats include quick docking systems and bow thrusters, roller-furling sail systems, and additional features to make the boat easy to operate.

**Q** Do I get special scheduling privileges?

**A** SailTime's Equitable Sharing Program has been established to provide equal access and guaranteed reservations for members of the boat. As a member, you will receive guaranteed access, plus an unlimited number of "bonus times" (within 36-hour openings). Some bases provide additional access if there are SailTime Membership openings on the boat.

**Q** How is SailTime different than charter management?

SailTime	Charter
Owners get guaranteed boating time every month	Bookings are maximized over owner use
5 to 7 members per boat	30 to 40 charterers per year
Members are local	Charterers are often times not local
Members must complete SailTime training	Charterers have varying boating skills
Revenue is consistent every month	Revenue varies due to weather and season
Your boat is local	Your boat is unlikely to be local
Access to a fleet of boats nationwide	

**Q** What is the down payment?

**A** Usually a down payment of 20% of the purchase price is required. Many owners opt to put down a larger percentage to increase the equity in the vessel.

**Q** Who arranges financing?

**A** We are happy to provide several financial sources who are familiar with the SailTime program to assist with your purchase. You may also work with one of your own financial sources if you prefer.

**Q** Can I meet the members using my boat?

**A** Of course! Many bases frequently hold social gatherings so that Members can meet. We find this increases the care Members provide for the boat and also promotes respect for the other Members. Plus, it's fun!

**Q** How can I be sure my boat will be treated properly?

**A** We require each member to sign an agreement with provisions outlining the terms and expectations of boat usage and respectful upkeep. New Members also participate in a Check Out/Orientation to ensure safe and proper use of your boat.

**Q** What is my equity position at the end of the SailTime commitment?

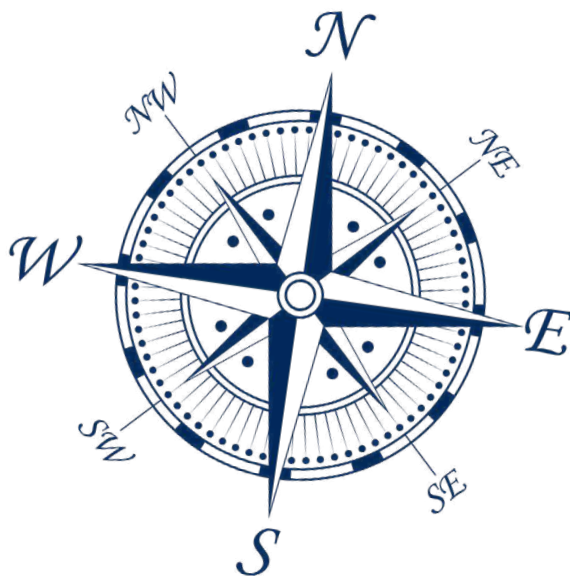
**A** Residual values will always vary with the marketplace. SailTime chooses manufacturers that we feel will have better-than-average residuals. Boats that are used by our SailTime Members are optimized, and therefore tend to hold higher resale values.

**Q** What are my options at the end of the SailTime commitment?

**A** You may take your boat for personal use, upgrade to a new boat and re-enter the program, or sell your boat privately. Certain SailTime bases also operate bareboat charter companies and may be interested in retaining your boat for their charter fleet.

**Q** How do I get started?

**A** Contact your preferred SailTime base for information and the detailed specifications for the boat you desire. Your SailTime base manager will help you order the right boat that best fits your needs and lifestyle. From delivery, to commissioning, to beginning a partnership, your base manager will see you through each phase of the boat ownership process.





# SailTime Membership FAQ

## Q How Does A SailTime Membership Work?

A SailTime is just like a gym membership, but on the water. You join at a location near where you live, pay a monthly fee, use the equipment, clean it up when you are finished, and leave – without all the ownership responsibilities. SailTime also provides an online scheduling system and an electronic check-on and check-off system that makes it easy to schedule your boating time and ensures the boat is always clean and ready to go. SailTime is perfect for anyone who wants a smarter and more realistic way to sail on a new boat.

## Q Does SailTime Power Exist In All The Locations Listed On Your Website?

A Not yet. SailTime Power is available in select markets at this time and will come on line in more markets over time. Please call us and we will provide you with the latest information on where SailTime Power is available

## Q What Is The Maximum Number Of Fractional Boaters On A Given Yacht?

A Because of our different levels of membership (Lite, Classic, and Premier) our boats have a variable maximum of members. Every member has a guaranteed amount of time though, and we never oversell the time on a boat. The usual maximum is 8 users.

## Q Am I A Part Owner Of The Yacht When I Join SailTime?

A No. Shared ownership of the boat creates many complexities. The yacht is owned by a SailTime Owner-Member. If you are interested taking advantage of our Owner Member program, speak to your local SailTime representative.

## Q Can Two People Share One Membership?

A Yes. There are some details that need to be reviewed to do so. For more information visit the locations page of our website [www.sailtime.com](http://www.sailtime.com) and click on the base you are interest in.

## Q What Is The Cost?

A This depends on the size of the boat and the amount of sailing you want. Certain markets may charge more due to local insurance rates, location slip rates and seasonal conditions. For more information visit the locations page of our website [www.sailtime.com](http://www.sailtime.com) and click on the base you are interest in.

## Q Will My Costs Go Up If There Are Fewer Members On The Boat?

A No. The SailTime model has been specifically crafted to alleviate this type of pitfall and ensures that Members pay a flat monthly fee only.

## Q How Much Cash Will I Be Required To Pay When I Join SailTime?

A This depends on the size of the boat and the location. Typically, for a new Hunter 33, there will be a joining fee in the amount of \$1500 which is a great value considering the size of the NEW boat and the other real costs that it takes to launch such a vessel. Other costs may be required due to local training requirements. For more information visit the locations page of our website [www.sailtime.com](http://www.sailtime.com) and click on the base you are interest in.

## Q Do I Need To Sign A Contract? Can I See It?

A Yes. For more information visit the locations page of our website [www.sailtime.com](http://www.sailtime.com) and click on the base you are interest in and our local base owner will be more than happy to share this with you.

## Q What Is The Length Of The Commitment?

A Most locations offer a one year commitment.

## Q How Do You Schedule The Sail Times?

A Our exclusive and proprietary on-line SailTime scheduling software. The software allows you to reserve, wait list and swap bookings 24/7 in real-time by selecting a maximum of seven sail times per month and more on an as-available basis. Additionally, you have the ability to borrow time from adjacent months.

## Q How Long Is A Sail Time?

A Every day is broken into 2 sail times: 10:30am to 6:00pm, and 6:30pm overnight to 10:30 the next morning. You can schedule one sail at a time, or put several together for a multiple day trip.

## Q Is Friday A Weekday Or Weekend Sail Time?

A Friday day is a weekday. Friday night is a weekend evening sail time.

## Q Can I See The Yacht Ahead Of Time?

A Absolutely! Just call to schedule an appointment.

## Q How Is The Boat Outfitted?

A Yes. Every evening sail time ends at 10:30 am the next morning.

## Q Are There Any Other Maintenance/Upkeep Fees That Will Be Assessed?

A No. But if you lose an item or damage the vessel you will pay for replacement or up to the insurance deductible.

## Q Who Is Responsible For Washing Down The Boat?

A Members wash down the yacht after their use and remove their trash, etc. Members use the Embark system to check on and check off the boat each time they sail. Embark helps hold individual members accountable by reporting the condition of the boat when they board and leave.

## Q Who Is Responsible For Re-Fueling And Pump-Out Of The Yacht?

A SailTime – at no extra charge to the Member. In the event of an extended stay outing the Member then becomes responsible for these items upon return of the vessel to the marina.

## Q Can I Continuously Get Back To Back Sail Times So Long As No Other Member Is Using The Time?

A Absolutely! Depending on your membership type, you may be entitled to free additional times booked in 24 or 36 hours in advance.

## Q I See That You Have Bases World-Wide. Can I Use SailTime Boats In Other Locations Either Temporarily Or Semipermanently?

A Yes. With SailTime PLUS you have access to our ever growing network of nearly 35 locations around the world. With SailTime you not only get to sail near your home, but you can also sail any where we have a boat in the water. Certain qualification requirements apply.



[sailtime.com](https://sailtime.com)

[info@sailtime.com](mailto:info@sailtime.com)

**1-877-SAILTIME**

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