



# 10 STEPS TO BUYING A SAILBOAT

- Step 1: Understand Your Big Picture.** Define why you want to sail, where you want to sail, what you're going to gain from sailing and...all the other big questions.
- Step 2: Prioritizing Your Requirements For The RIGHT Boat.** List all the variables a boat can provide and determine those that best align with Step 1.
- Step 3: Understand Boat Ownership Costs.** Create a list of costs to buy, costs to prepare and costs to maintain and manage a boat in preparation for budgeting.
- Step 4: Study Different Sailboats & Cruisers.** Research different boats, layouts, costs, destinations and cruisers to find those that align with Step 1, 2 & 3.
- Step 5: Gain Experience & Education.** Build your confidence by taking classes, chartering a boat, or many boats, and creating a manageable learning schedule.
- Step 6: Find Potential Boats To Buy & The Important Questions To Ask.** Create a system to divide the potentials from the lemons. There are a lot of lemons!
- Step 7: Create A Strategy On Boats To Buy & View Them.** Systematically use a checklist to visually inspect all mission critical aspects of a boat.
- Step 8: Sea Trial & Survey.** See the boat in action, test all the systems and have a professional ensure that the boat is in the condition you assume it to be in.
- Step 9: Negotiating The Terms Of Sale.** Understand that boats are priced to be negotiated down. Learn the rules of negotiation.
- Step 10: Buy The Boat.** Sign on the dotted line and know that you're one huge step closer to living the dream.

## Step 1: Understand Your Bigger Picture

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A common mistake that new boat owners make is to buy a boat without answering the big questions - why, where, what, when, how and with who? Without answering the big questions it's near impossible to determine the RIGHT boat.

To get you started, it's important to determine why you want to sail. What are you intending to get out of buying a boat? And where do you want to sail? For example, some areas are very shallow and others are deep. Some cruising routes have definitive height and draft restrictions and others don't. Some cruising grounds have quite turbulent passages whereas others are calm.

Once you answer the big questions you'll be in a far better position to determine what is and is not the right boat for you.

## Step 2: Prioritizing Your Requirements For The RIGHT Boat

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Sailboats come in all different shapes and sizes. Furthermore, they have a multitude of options that will be good or not-so-good for your requirements. To list some major requirement variables there's the rigging set-up, size of the boat, rudder configuration, overall layout of the boat, galley placement, power systems, freeboard, ability to maneuver in tight places, and common necessities for long-term cruisers.

Many newcomers make the mistake of buying a boat that they can't actual handle.

## Step 3: Understand Boat Ownership Costs

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There are hundreds of costs associated to buying a boat. Take the time to find out what the big costs are. Consider new sails, hull repairs, engine overhauls, rigging changes and insurance/marina costs. Most newcomers drastically underestimate the cost to get a boat ready for what they want to do AND to keep it floating.

## **Step 4: Study Different Sailboats & Cruisers**

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Your aim is to find out what you like and don't like without having to physically experience buying a variety of boats yourself. Look at many boats making mental notes about what your preferences are. Also read cruiser blogs and watch cruisers on YouTube - they're often explaining what works and what doesn't. Learn from other's mistakes so you don't have to learn the hard way.

## **Step 5: Gain Experience & Education**

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The end goal is to ultimately upgrade your lifestyle to that of a a cruising life. You are potentially aiming for more freedom, a better connection to nature, a way of life that's slower or less distracting and/or an exciting way to travel the world?!

The process of buying the boat actually has nothing to do with the end goal. Before, during and after the boat purchase it's imperative to get out sailing and learn everything you can about successfully living the cruising lifestyle. Don't get caught up in the buying process!

Most cruising failures are those that spend more time getting the boat ready and little to no time actually learning to sail.

## **Step 6: Find Potential Boats To Buy & The Important Questions To Ask**

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A great majority of boats on the market are 'bad' boats. The pictures you see online quite often do not reflect the current state of the boat. The boat sales industry is a strange one - many brokers and boat sales companies missed the class on ethics, truthfulness and authenticity. To ensure you're not wasting time looking at a bad boat you have to weed out the wheat from the chaff. It's recommended that you 'interview' the broker or seller by requesting key information prior to a physical viewing.

Ask a few questions about whether the boat has ever suffered hurricane damage, if there are service records you can see or enquire as to why the seller is selling. If answers come back that's a step in the right direction. Once a dialogue has started, consider requesting a quick video of the boat to get proof that the boat actually exists and it's not in a terrible state.

## Step 7: Create A Strategy On Boats To Buy & View Them

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By taking the time to prioritize your big picture and then your top-level requirements you can then view boats to determine which one ticks the most boxes. Additionally, it's important to systematically investigate high cost centers to ensure they're in the condition you think they are.

Make sure the hull is in good shape, the sails still have life in them, the engine(s) are working well and the rig is solid. Anything that is not in the condition you expect can be used to help negotiate the price down. Create a list of what to look at so to compare/contrast each variable across all the boats you view.

## Step 8: Sea Trial & Survey

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Never ever, ever, ever buy a boat without a sea trial and a professional survey. And try your best to find a surveyor that doesn't have a relationship with the broker and/or the boat seller. If the surveyor's bread is buttered by the broker your survey may not be accurate. While on the sea trial, test out every system - run the engine(s), use all the sails, use all the pumps (heads, bilge, fresh water, etc.), check the water pressure, and ensure the rig set up is one that you can handle.

## Step 9: Negotiating The Terms Of Sale

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Anything discovered during the initial viewing and/or the sea trial that wasn't as expected can be used during negotiations. Another tool to use during negotiations are comparables. Do do your research on boats of the same make, model and year to determine what they've been selling for.

## Step 10: Buy The Boat

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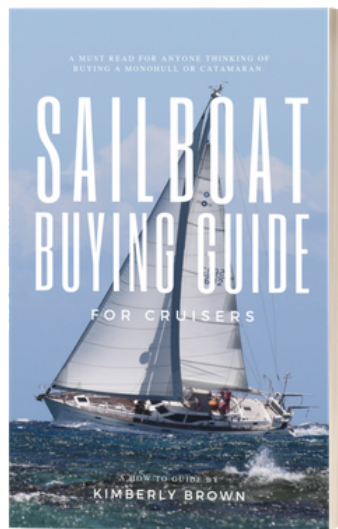
When a price is negotiated and all conditions are met, the rest of the journey is a matter of paperwork and formalities. The buying process usually takes a minimum of seven to ten days. Yes - more waiting, but it will be worth it when you're sailing in the sun :)

# Would you like some help?

Carry on reading...

## Sailboat Buying Guide For Cruisers

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Save time, save money and avoid the common pitfalls that boat buyers experience.

**Make your boat buying experience a success rather than a nightmare ==> Buy the *Sailboat Buying Guide For Cruisers*.**

Packed with thought-provoking big picture questions, 35 top requirements to compare/contrast on a cruising boat, a list of 90 boat ownership costs help you to budget, 10 key questions to ask before viewing a boat, a 50-point checklist on what to look at and why during your personal survey and much more.

[More information here: SailboatBuyingGuide.com](http://SailboatBuyingGuide.com)

# And/Or



# COME SAILING ON BRITICAN

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Join us for a sailing experience aboard Britican if you want to:

- Get a crash course on what the sailing lifestyle is like - live, sleep and eat like we do to get a sense as to whether the life truly is for you.
- Learn how to plot passages, pull up the anchor, navigate and get the sails out.
- Test drive the fun aspects of the sailing lifestyle - sailing, snorkeling, & exploring new lands.
- Eliminate any fears you have! Can you sleep happily on a boat? Will you be able to recover from seasickness? Can you get from one place to another? Does the lifestyle suit you?
- Show your other half what your dream is in the hopes that they will climb onboard.
- Get answers to all your questions. For a full week you can ask any and every question you've ever had and get answers to clear them from your head.
- Gain confidence on a cruiser boat in the open ocean.
- Learn what it's like to service systems and keep the boat clean.
- Meet the cruising community - we'll introduce you to your future friends.
- Have a great time, make magical memories and fast-track your plans to living the life!

## Guest Feedback



"Want to thank you folks once again for a fabulous Britican Experience. I feel I learned more from my Britican Experience than I did from the ASA sailing courses I took in the same one week's time. It's all about hands-on. You folks answered all my questions and presented the realities of cruising very nicely. Quality boat + Quality instruction's = a Quality experience, the Britican Experience! None compare. Looking forward to my next Britican Experience." **Jim Hughes**

"Experience is an understatement. We need to invent a new word! I had an incredible journey, infused with learning opportunities, meeting wonderful people, and being immersed in a wonderful TEAM of sailors. THANKS Britican for a life-enhancing adventure." **Meryll Pierce**



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