

When you are in the market to either sell your boat – or buy a new one, it is truly in your best interest for me to represent you as your broker. My background and credentials, as well as my affiliation with American Marine Yachts (American Yachts) – one of the largest professional brokerage groups in Florida, give you a huge advantage.

First – my personal credentials:

Boat Buyers or Sellers should demand more from their broker that is just a “sales person”. They should want someone who knows boats, inside and out – someone who can explain complex systems to them, especially to newer buyers, or those with little experience.

It’s in a Seller’s interest to have a broker showing a boat to a prospective purchaser, where the purchaser may be someone for whom this is the biggest boat they will own, and who needs to be made comfortable with some complex systems. Likewise, it is to a purchaser’s benefit to have a similar experience.

I know boats, inside and out. I know the product. That knowledge is immensely helpful to both Sellers and Purchasers, and helps make the process as seamless as possible.

I grew up on boats in New England – all kinds of boats. One of my first jobs was at Shannon Yachts in Bristol, R.I. I

started at the bottom and worked my way up managing a team that installed multiple complex systems. I moved to Florida in 1983 and worked my way through college by repairing and refurbishing boats.

I owned a separate company, Skyway Micro Systems, Inc., for 20 years, which designed computers, developed networks and provided supporting systems; later I worked as a SCADA engineer, designing, building and troubleshooting complex centralized systems which monitor and control large water treatment and handling plants.

More recently, I decided to return to my earlier passion and opened SMS Yacht Service, LLC, specializing in the installation, maintenance and repair of vessel electronics and on-board networks, stabilization, electrical and mechanical systems, as well as general maintenance and the management of absentee owners' yachts.

I hold a U.S. Coast Guard 100 ton Master Captain's license, and currently own a 63' Viking CPMY.

All of my previous positions have been critical in developing an exceptional level of interpersonal skills and the ability to provide you with strong customer service.

Second: My professional affiliation with American Marine Yachts:

Over the last two years, at American Yachts, I have generated the most in sales dollars and total number of sales at Riviera Dunes Marina (RDM). I am also ranked number 2 out of American Yachts' 24 world-wide brokers.

American has multiple offices in Florida, including the office at RDM staffed by 3 full time brokers. This gives you the advantage of having someone available to show your boat, or to show you a boat, at a moment's notice.

American Yachts also has the largest advertising budget of any local broker, allowing your boat to be presented to the widest audience possible. We are the only company which has exclusive rights on *Yacht World* to populate their website which, at the time of the listing, in turn also feeds into over 100 other marketing websites. This is a HUGE advantage for our clients.

We run full page adds every month in many popular boating magazines.

American Yachts has its own in-house professional drone video and photography team - the best in the business.

American Marine Yachts utilizes digital documentation so signing documents can be accomplished with a click of the mouse. Our in-house closing and documentation department

takes care of all contracts and any related issues that might come up, together with closing and financing, allowing our Brokers to focus exclusively on the marketing and sale of your vessel, or the purchase of your new one.

I would enjoy sitting down with you, as Seller or prospective Purchaser.

If you are a Purchaser, we can discuss how to define your needs, search for the boat of your dreams, (either locally or nationwide), and stay within your requirements.

If you are a Seller, we will review the current market, pull reports showing similar vessels that are on the market, as well as those that have been sold. This will allow us to get an accurate idea of your boat's value in this market.

Whether you are a Purchaser or a Seller, I will work my hardest to provide you with the best, most competent professional representation.

Thank You,

Captain Scott Slater