



1. HOW TO BECOME AN OWNER OF A SAILING BOAT

If you ever wanted to have your own sailing boat but you could not excuse the costs of the boat and maintenance, then it is time to think about the advantages of Burin Yachtcharter Charter Management Program. This program already helps to many owners of the sailing boats in realization of their dreams. Because every of our clients has his own goals, Burin Yachtcharter offers very flexible Charter Management Program, which can be adjusted to your concrete needs and wishes. Following we are offering you many good reasons for you to decide for our program.

2. IS THIS PROGRAMME SUITABLE FOR YOU?

Before you define, if this program is suitable for you, answer the following questions:

- Would you like to have your sailing boat berthed in one of the most attractive locations along Croatian coast?
- Would you like to earn with chartering your boat just as much or even more to cover the costs of maintenance and other operative costs?
- Would you like to have your boat top maintained by professionals?
- Would you like to buy a bigger boat than you could normally afford?
- Would you like to have unlimited use of your boat?
- Is your time limited and you can use your boat only periodically?
- Do you like the concept of combination in between charter and ownership, but you would not sign a contract for a long term?
- Would you like an investment which offers joy to you and your family?

If your answer “YES” at list one of these question, then it is your chance to enter into the nautical world with us!

Sail with us!

3. WE ARE THINKING ABOUT THE FUTURE!

We already have more than 80 sailing boats in our fleet, which are equipped especially for charter. We are maintaining their value through the years of usage with our own professional service. We are increasing this value with competitive prices with the new boats. We are co-operating with stable and trustworthy partners, which are offering attractive financing and insurance for the boats in combination with Burin Yachtcharter Charter Management Program. Your new boat will be professionally prepared for navigation as well, as we will take care for eventual guarantee claims. We will adjust the equipment of the boat to your wishes. All models of our sailing boats have ideal qualities, which make our sailing boats attractive.

4. NOT ONLY THE CHARTER INCOME FROM!

We will trade your boat through our network of over 400 agents with aggressive marketing. We are present on all important boat shows across the world, and we are advertising in the most popular nautical magazines. We will take care of complete booking procedure from reservation, payment, contract signing, check in/out and all possible wishes. All of these is free of charge for you. We are guarantying that request for your boat will be great with all above mentioned arguments.

Sail with us



We are offering the following sharing of income from sale:

65 % share of net income from rental for owner of the boat and

35 % share of net income from rental for Burin Yachtcharter

Owner of Elan yacht in charter management is entitled to 20% discount for booking on his own yacht and 15 % commission for any other yacht from Burin Yachtcharter fleet he will book. That additional income could significantly lower the risk of investment for the owner.

5. OWNER USE OF THE YACHT

Owner can use his yacht for 4 weeks per year. In order to maximize the charter income, the owner is recommended to minimize personal use of the yacht during high season (July & August) to 2 weeks only.

However with prior mutual confirmation owner can use his yachts at other periods as well in case yacht is not booked for charter by Burin Yachtcharter. Burin Yachtcharter Charter Management Program benefits Owner to spend his sailing holidays on equivalent model from base elsewhere for free. Choosing larger yacht than his own, Owner just pay the difference in bareboat fee, between his yacht and the one he/she want to use.

6. PURCHASE OF A NEW OR A USED BOAT FOR THE CHARTER MANAGEMENT PROGRAM

Burin Yachtcharter is more than happy to help to the new and existing clients to purchase a new or a second hand boat(s) (not older than 3 years) into our Charter Management Program.

Burin Yachtcharter has a very good relationship with the most important boat producers, which gives to the client the good chance to buy a new boat under the normal purchasing price. Burin Yachtcharter also could help to the client to configure his/her new boat/yacht with the best configuration for the charter management program.

Burin Yachtcharter also has a very good cooperation with the best Croatian leasing companies and banks, so Burin Yachtcharter can support the client financial request to the Croatian leasing companies and banks for the new boat purchase.

One of the main advantages of Burin Yachtcharter Charter Management program is your sailing boat will be in professional care in full time. Our services and charter bases staffs are qualified for maintaining sailing boats. Before and after rental the boat is checked and cleaned with care, for free of charge. The costs of routine maintenance and built in spare parts are specified and subtracted from your income. The inventory that is lost or broken during the charter, is replaced or repaired free of charge for the owner.

7. FLEXIBLE ONEYEAR CONTRACT

Our charter management contract is very clean and flexible. It can be changed every year, due to the agreement. Practically if you want to sail with your boat on a longer trip or transfer the boat in the winter time to the warmer place, you are free to do it. In case that you want to sell your boat we will assist you with our dealers net around the world and we help you to get the best price for your boat/yacht.

8. TRANSPARENT OPERATION

We have simple and strictly business relationship with each owner of the sailing boat. Income from charter is shared 65/35 and that is our primary source of financing. Burin Yachtcharter is covering the costs of advertising, administration, accounting, cleaning, check in/out and fees for our employees. The costs of the owner are marina berth, insurance, maintenance and built in spare parts.

Sail with us



9. GEOGRAPHIC LOCATION

The place of mooring can be chosen by the owner along the Adriatic coast onto the following marinas:

• **Sukosan** • **Biograd** • **Kastela** •

Each of the four charter bases offer different sailing destination. It is up to the Owner to choose, where to charter his/her yacht from.

JOIN THE Burin Yachtcharter CHARTER MANAGEMENT PROGRAM

Call or email our office and let us know, what kind of yacht you are interested. We will discuss your needs and wishes and send you draft contracts, specifications and any other information you may require.

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