

Matt Abbiss

Matt, 45 is a director at diYachting Ltd along with his wife, Liz. Matt is qualified as an RYA Commercial Yachtmaster Ocean Instructor and has sailed over 200,000 nautical miles in over 30 years of sailing. He has skippered 12 ARC transatlantics, 5 Fastnet races and has won trophies at over 30 regattas over the years. Aside from being a professional sailor for 20 years Matt has an LLB (Hons) degree in Law, a Diploma in Yacht Brokerage and Management (Distinction) and experience in Banking and Insurance.

Matt was involved in the conception and build of the first CNB Bordeaux 60 and has worked as captain on the first two of these boats, he now manages a number of Bordeaux 60's. He has a huge amount of experience aboard these boats and is now offering to share his experience and knowledge to potential owners of not just CNB yachts but various other yachts in this size bracket to help bring home your dream with as little stress and fuss as possible.

Yacht Charter

diYacht Charters, our charter brokerage has over 35 yachts in this size available for charter, why not let yours earn it's keep too, Liz handles the charter side of the business and will be happy to discuss your needs.

Management

diYachting can take all the stress out of yacht ownership, our packages can cover everything to do with your yacht, maintenance, cleaning, crew, deliveries etc leaving you to maximise your quality time aboard and worry about nothing more than sailing and having fun. Ask Matt for more about our packages and services.

BUYERS AGENT

Buying a yacht can be a daunting task, as a buyer you are traditionally alone in the process, the brokers all work for the seller so when you go to see a yacht you are at an immediate disadvantage, a regular person versus a seasoned professional. To try and level the playing field diYachting are proud to offer a Buyers Agent service to our clients, giving you your very own seasoned professional. I have many years experience and am used to talking to brokers, surveyors, certification agencies and the like, I can root out the problems before you even call a surveyor, find good boats and dismiss bad ones saving you time and energy and making sure you end up with a good boat at a good price.

Whether it's a new or used boat the way it works is simple, you contract me to help you find a boat which will give you the benefit of my advice and assistance throughout the purchase process. First, we need a preliminary conversation or meeting to work out exactly what you want and need (often two very different things!) With this information in hand I then use my knowledge and experience of the boats and my contacts in the business to scan the market for all suitable boats before I pre select a few that meet your criteria. Many boats I will have visited or know from the past and some I may decide to pre-visit on your behalf. Together we can then sit down and discuss the options available to you and I will make my recommendations. After this we can visit the boats on our short list together and I'll answer any of your questions and help you understand the problems and features on each of the boats. Once you've decided which you want to go for and how much you want to pay I can handle the negotiation for you (if you want) and then once a price is agreed I will handle all aspects of the purchase for you, appointing surveyors, carrying out works, sea trial, haul out or spec, yard visits and purchasing extras for a new boat or any pre delivery maintenance and repairs that are needed. Then when the boat is delivered we will help you set it up and show you how everything works. We'll spend up to a week sailing with you to make sure you're completely familiar with your new purchase. After this we can then organise delivery to your new home port, if you don't want to do it yourself and then you're ready to start the season. If needed we can even then arrange MCA Coding, MLC compliance and UK registration (at extra cost).

Don't forget after the purchase process is completed we won't just abandon you, if you want we can seamlessly run this service into one of our Management and Maintenance contracts to keep the boat in tip top condition while you enjoy sailing her alone or perhaps you want a crew from time to time or even full time, that's no problem too, we can find and hire one for you very quickly and easily. Maybe you want to do some charter, we can make that possible as we have charter completely covered through diYacht Charters. Whatever your needs we will be there every step of the way.

diYachting Ltd

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Of course there is a fee for this service, BUT, the best bit is that if you contract us early enough then we can make all the initial contact with the selling brokers on your behalf and in these instances we will most likely be able to negotiate a commission split with the selling broker for ourselves. If this happens and the commission exceeds our fee, VAT & expenses then you have nothing to pay to us, indeed you may get something back instead! At the end of the transaction we will calculate what we got in commission split, and minus our fee, VAT and expenses then the balance left over we will offer to you to offset against ongoing Management and Maintenance with us, delivery fees, registration and MCA coding fees, or even crew finding fees.

What could be better, all this and it's potentially free to you! Sounds too good to be true so let's recap, if you buy one of these boats through us you will not only end up potentially not paying us anything for our assistance in the purchase but you won't pay any more for the boat, indeed you will probably end up paying less if we are involved in the purchase and negotiation as we know the true value of the boats and can find out the real bottom line for vendors! The problem comes if there are any boats in our shortlist on which the brokers are unwilling to split the commission with us, perhaps you have contacted them direct in the past or they are only taking a small commission themselves or offering a very small percentage to us! If this is the case then I will highlight this to you from the outset so you know you will need to cover our fee, VAT & expenses (or the balance of the fee, VAT & expenses if there is only a small commission). We work for you so there won't be any hidden commissions, you obviously need to know so you can calculate the overall cost of each boat. If we can get a commission split and you really want the boat then I am sure we can negotiate enough of a price reduction to cover most of this for you anyway.

The great benefit to you in having us on your side during your purchase is that you have an experienced yachting

professional with way more actual experience on these boats than most brokers that are selling them. I can answer all your questions on the spot and you can rest assured that my answers are not biased towards getting you to buy a particular boat, they will be impartial and based on my experience. It's always nice to have someone on your side, working for you and nobody else, someone you know is impartial and knowledgeable, our previous clients have all agreed that it made a huge difference to have us on their side throughout the process.

Payment. To sign us up all you need to do is pay us an up front non refundable retainer of 50% of our buyers agent fee to get things going, we will also send you an agreement to sign and once both these are done we can get started, the balance of the fee and expenses are payable on completion of the purchase. If you decide to buy a boat that we haven't found for you then you have two choices, withdraw from our agreement or continue to employ us to help you finalise the purchase. Obviously we won't be able to get any commission from the broker so you would be responsible for our fee, VAT & expenses but we are happy to assist in exactly the same way as if we had found the boat. If you want to withdraw at any time then the retainer is non refundable but you won't have any liability in respect of the other half of the fee, we will just invoice you for all the expenses we've had to date and once you've paid this you are free to go.

I hope you decide to use our services and look forward to discussing it with you very soon.

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PROUD MEMBER OF
**BRITISH
MARINE**
LEADING THE INDUSTRY

