

Matt Abbiss

Matt, 43 is a director at DIYachting Ltd along with 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 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 more experience aboard these boats than almost anyone else and is now offering his experience to potential owners of not just CNB yachts but various other yachts in this size bracket to help you bring home your dream with as little stress and fuss as possible.

Yacht Charter

DIY 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.

NEW BUILD CONSULTANCY & MANAGEMENT

Building a new yacht is a long complicated process, your sales broker is there to help you through it but don't forget they are working for the builder not you and they are salesmen not project managers. We have built numerous new boats including 3 new CNB Bordeaux 60's, we were on hand for the owner throughout helping with the spec, build and launching and can advise and assist every step of the way. It's always nice to have a dedicated team of experienced professionals on your side and this is exactly what our New Build Management package gives you. I have many years experience and am used to talking to shipyards, brokers, surveyors, certification agencies and the like, I can root out the problems before you even call a surveyor, I know what add on's are worthwhile and which ones should be avoided, on top of this I have my own list of upgrades that will help make your boat perfect for you. All of this will save you time and energy and making sure you end up with your perfect boat on launch day.

The way it works is simple, as soon as you know you want to buy a boat contact me, if you haven't met a broker yet then maybe I can put you in contact with the shipyard direct, if you already have a broker then thats fine, he's going to be working for the shipyard and I will be working for you so the earlier I'm involved the better. you will get the benefit of my advice and assistance throughout the whole purchase process. I will be there to discuss the project with you whenever you want and happy to give my advice and opinion whenever you need it, I will accompany you to all your meetings with the broker and shipyard and will even come on trial sails and meet you at boat shows to help you choose equipment and see new systems and products. I can help with the negotiation for you (if you want) and then once a price is agreed I will handle all aspects of the purchase for you with the broker, appointing surveyors, carrying out works, sea trial, spec, yard visits and purchasing extras for a new boat. 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, 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, that's no problem too as we have charter completely covered through our charter brokerage DIY Charters.

DIYachting Ltd

Company Number - 8985432 VAT No. GB-207232641
Registered Address - 15 Bowling Green Lane, London. EC1R 0BD
Directors - Mr M.C.Abbiss & Mrs E.J.Abbiss



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Of course there is a fee for this service, BUT, the best bit is that if you contract us before you have appointed a broker then we can make all the initial contact with the selling brokers or shipyard 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, not cash but we will offer services! 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 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! The problem comes if you are dealing with a broker already as they will then be unlikely to split the commission with us, perhaps you have contacted them direct in the past or they are only taking a small commission themselves and giving you a big discount 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 experience on these boats than most brokers that are selling the boat to you. 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, they will be impartial and based on my experience of the boats. 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 a 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. 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.

Kind regards,

A handwritten signature in black ink that reads 'Matt'.

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