

## Your Next Step

### Once you have browsed our selection of yachts, What should you do next?

If you have an idea of your chosen yacht or location, you will need to make contact with our Reservations and Enquiry Office to discuss availability. Or simply complete an on-line Enquiry Form listing your details and requirements, and we will make contact with you.

We will let you know the locations and terms under which the yachts operate and, once we have found exactly what you want, we will prepare and send you a Charter Agreement detailing the yacht, your chosen dates, location, cruising area and cost.

Once the Agreement has been signed, the first payment of 50% will secure your reservation. We suggest you book as early as possible as many of the most popular charter yachts are reserved well in advance.

The signed Agreement will then be sent to the Owners for their countersignature and a completed copy will be returned to you for your records.

The balance of payment shown on your Agreement, together with any agreed advance towards provisioning the yacht or repositioning fees (if you require the yacht to relocate to a port other than its home port for your embarkation and/or disembarkation), are due for payment one month prior to embarkation.

We will send you a detailed questionnaire requesting information on your travel arrangements, guest list, likes and dislikes or any special requirements, preferred itinerary and recreational preferences. Please give us as much information as possible so that the Captain and his crew can pre-book any berths, order the right provisions and prepare for your visit.

You are now ready for your cruising holiday. But please remember, if you are unsure of any details or have any concerns, you can always contact us and we will be delighted to assist you in any way we can.

Please Note:

#### **a) Cancellation Insurance**

We strongly recommend that all charter guests take out a cancellation and curtailment insurance policy. If you would like assistance with this, please let us know.

#### **b) General Insurance**

Personal Accident and Medical Insurance plus Personal Effects Insurance are also essential and these are not included in the Charter Fee. Once again, we would be delighted to offer assistance upon your request.

#### **c) EU Regulations**

In accordance with the EU Directive of 1.1.1 993, charter prices will be subject to varying tax rates depending on EU countries that you visit with your yacht. We will keep you fully up-to-date with all such issues and will advise you accordingly.

### **d) Gratuities**

It is always difficult to give guidance on this subject. Your Captain and crew will provide the highest standard of service during your stay and will do everything to make your holiday as perfect as possible. It is customary to leave a gratuity for the services of the entire crew at the end of your charter and the best guidance we can give is that, if you feel the crew have been excellent, a gratuity calculated at between 5% and 10% of the charter fee would be fair.