

John Neal's Boat Selection Consultation and Mentoring Questionnaire

If you'd like to take advantage of my consultation service, filling in and returning this form is the first step. Your consultation has no time limit and includes all services listed on the following page.

Name:
Email address:
Mailing address:
Telephone:

What is your level of sailing experience?
Have you ever received sailing and/or navigation instruction?
Have you owned a sailboat before? If so, what type(s) and where?
What are your cruising destination plans and time frame?
Are you more interested in coastal cruising, inter-island Caribbean sailing, or ocean passage making?
What is your age and level of physical strength and fitness?
How tall are you? How agile are you?
What boat-based activities are important to you? (ie. SCUBA, surfing, cycling, etc.)
How many people will be aboard generally when you are cruising? Children or adults?

What is your total budget for purchasing, repairing/refitting and outfitting?
Does this price include 30-50% additional funds typically required for offshore outfitting?
How soon do you plan on purchasing a boat?
Do you have any preconditions – selling your existing boat, home, etc. before you're ready to purchase?
Do you need to obtain financing?

What would be your ideal boat purchase location?
Would you consider purchasing a boat out of your geographic area?
Do you plan on attempting to secure offshore insurance for your boat?
Do you intend to liveaboard before departure? If so, for how long?

How long do you plan on owning this boat?
What do you anticipate your annual cruising budget will be, excluding trips home?

Do you enjoy repairing and fixing things?
How much time would you like to devote to maintenance while cruising?
Do you plan to do most of your own work outfitting and while cruising?

If you were to purchase today, what would be your six top choices of boats?

What type of hull construction material and rig do you prefer?

Please rate the following, with numbers of 1 (very important) to 5 (not important) and include any notations.

Sailing performance:

New:	Used:		
Monohull:	Multihull:		
Traditional appearance:	Modern appearance:	Center cockpit:	Aft cockpit:
Interior layout:	Substantial tankage:		
Light displacement:	Medium displacement:	Heavy displacement:	
Lower maintenance:	Regular maintenance:		
Full keel, attached rudder:	More performance-oriented design with separated rudder & keel:		
Headroom required:	Shallow draft:		
Investment, holding value:			

Credit card payment (Visa or Mastercard) of US\$2000 can be arranged by calling Mahina Expeditions: 360-378-7344.

This form is available online: www.mahina.com/consult.

Please email this questionnaire back to sailing@mahina.com. Thank you. I look forward to working with you!

John Neal, sailing@mahina.com

V3.24

John Neal's Boat Selection Consultation and Mentoring Service

There is NO time limit on this consultation service which includes:

- An initial 40-minute video chat after I've reviewed your questionnaire, after which consultation is conducted by email.
- Reviewing and critiquing the boats you're currently considering.
- Suggesting additional boats for your consideration.
- Recommendations of trusted yacht brokers worldwide.
- Providing comp sales data once you're ready to make an offer.
- A list of trusted mortgage brokers in your area.
- Assistance formulating an Offer to Purchase based on current price trends.
- Recommending honest, unbiased surveyors worldwide.
- Reviewing the survey and aiding you in formulating a second price taking into consideration repairs needed according to the survey.
- Help in choosing flag of registry, taking into consideration potential tax benefits.
- Advice on VAT and Schengen issues for EU-flagged vessels.
- Assistance obtaining two levels of insurance: initial and later offshore.
- Equipment review and recommendation of gear needed for safe passagemaking.
- Review of current sail inventory with suggestions based on current condition and proposed itinerary.
- Assessment of rigging based on age, history and insurance requirements.
- Review of current communications capability and recommendations based on your itinerary and need for weather forecasts.
- Recommendation of training captain couples who can train you aboard your vessel to ensure you can qualify for offshore insurance.
- Overall voyage planning assistance.
- Recommendations for professional weather services and routers worldwide based on your location.
- Assistance recommending safe boatyards worldwide for refit or to leave your boat if you wish to periodically return home.
- Recommendation of project managers for refits, based on location worldwide.
- Assistance recommending shipping your vessel worldwide, if required.
- Help selling your boat anywhere, worldwide, once you're done with your cruise – at no additional cost.
- Additional video or phone conversations is available \$200 at per hour.

Mahina Offshore Services, www.mahina.com/consult

John Neal, sailing@mahina.com, +1-360-378-7344