

# SERVICES

## EVERYTHING FROM A TO SEA!

Whether you're at the very beginning of the boat-buying process or a little farther along, you can enlist a Cyntinory Marine agent to work with you from this point forward. We offer a wide range of services covering the entire acquisition process--from preliminary research and planning to handling the essentials of staffing and docking the yacht post-purchase--and we will work with you to determine which of these services best supplement the goals you have and the work you've already done.

This detailed list of services will provide you with an understanding of what we have to offer our clients during any part of their buying process

### Pre-Purchase Services

Our pre-purchase services range from minimal, for clients who've already completed much of the planning phase on their own, to extensive, for those who need more guidance in developing a budget and choosing a model to pursue. Either way, we begin with a preliminary consultation to develop a better understanding of your goals and expectations. From there, we may proceed to any point in our chain of services, depending on your needs.

#### Our pre-purchase services include:

**Personalized assessment and recommendations.** We take a detailed assessment of your needs, from where and how you will use your boat to what price you'd like to pay, and make recommendations for the best vessel you can find within those constraints.

**Realistic feasibility assessment.** If there's a specific model you want to consider, we can help you determine if it meets your needs from a practical standpoint. We can also give you a realistic prediction of what it will cost to maintain that boat from year to year so you can be confident in purchasing it now.

**Expert market analysis.** Once we've settled on the type of boat we'll be pursuing, we will use our market expertise to let you know the best price you can expect. Since we fully disclose all fees and we're negotiating exclusively on your behalf, you can be sure that this estimate doesn't contain any hidden markups or unnecessary fees.

**Assistance with disposition of your current boat, if applicable.** If your buying process is conditional upon the sale of your current craft, we can use this phase to help you develop a plan for its disposition.

### Purchase and Negotiation Services

Once the pre-purchase work has been done, we will begin the process of finding your new sportfisherman and negotiating the best price.

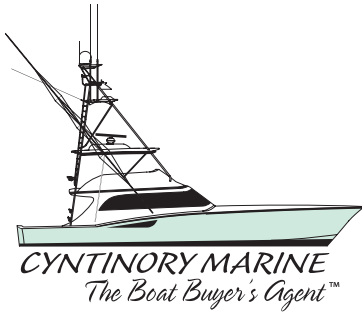
#### Services at this point include:

Aggressive sales tracking and price monitoring. We'll track listings, pursue leads, and work with you to find your desired model on the market. Using our experience and expertise, we will help you evaluate sellers and prioritize your communications with them so that you're a step ahead of other potential buyers.

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Financial consultation and negotiation strategy. We can help you secure the best financing for this purchase so that you can move forward efficiently and confidently with the knowledge that your buying options are sound.

Negotiation. The value of a Cyntinory Marine buyer's agent is no more evident in any other step of the buying process than it is here! We use our knowledge and experience to negotiate the best price on the sportfisherman you want to own.

Throughout the purchasing process, you will enjoy the confidence and peace of mind that comes with having a qualified, trustworthy buyer's agent working on your behalf to meet your goals and expectations. There is simply no substitute for this type of buying experience.

### **Post-Purchase Services**

After you've purchased the sportfishing yacht you dreamed of, you can continue to enlist our services to ensure that ownership is an educated, hassle-free process as well.

#### **Depending on your needs, we can advise you regarding:**

- Berthing
- Staffing
- Maintenance
- Insurance
- Transit
- Upgrades
- Renovation
- Provisioning
- And much more

You're bound to have questions about your recent purchase, particularly if you've never owned a boat of this size or type before; fortunately, our agents remain at your service for as long as you need them.

As you can see, Cyntinory Marine offers a very comprehensive panel of services for every type of client. We look forward to working with you to determine which combination of services will best aid you in your buying process.

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