



insured.®



ACE Recreational Marine Insurance, Curtis Stokes & Associates, Sterling Associates, and Yacht Surveyors Inc. Present:

## “Successful Boat Buying”

Chattanooga, Tennessee  
Friday, November 20, 2015

Start	End	Session	Presenter(s)
8:30	9:00	<b>Registration</b>	
9:00	10:00	<b>Boat Buying Basics</b> This session provides key information on what to expect from a broker, how to search for and select the best boat for you, what to look for (and what to avoid) in a contract, how to determine a fair price, and more.	Curtis Stokes, Curtis Stokes & Assoc.
10:00	11:00	<b>Surviving the Survey</b>	Capt. Joel D. Jenkins, Yacht Surveyors Inc.
11:00	11:15	Break	
11:15	12:15	<b>The ABCs of Marine Financing</b> This session will provide information on how to obtain financing for your boat, including general bank requirements for a down payment, terms, and other factors that affect financing such as the age of the boat. Cindy will also give details on the overall state of the market and why one should consider borrowing versus paying cash for their vessel.	Cindy Lewis, Sterling Associates
12:15	1:00	Lunch	
1:00	2:00	<b>Boat Insurance 101: Insurance Purchase Process for Boats and Yachts</b> Alicia and Jon will outline the many aspects you should consider when purchasing boat insurance to ensure that you have proper coverage for your vessel. They will also discuss what is typically covered under boat insurance; requirements for obtaining insurance; navigational limits; and general factors that determine premium costs.	Alicia Shaffer, ACE Recreational Marine Insurance & Jon Horton, Jack Martin and Associates
2:00	2:15	Break	

2:15	3:00	<p><b>Maintenance by YOU the Owner</b>          Captain Chris will take the mystery out of maintenance. If fuel filters, impellers, &amp; bilge pumps aren't in your everyday comfort zone then this seminar will help prepare you to start your Great Loop Adventure. From changing your own oil to maintaining good drinking water, a working anchor windlass and reliable batteries, Captain Chris will guide you safely on your way...saving your \$\$ for marinas not mechanics!</p>	<p>Capt. Chris &amp;          Alyse Caldwell,          Captain Chris Yacht          Services</p>
3:00	4:00	<p><b>Open Q&amp;A, Door Prizes, Wrap Up</b></p>	