



How to select your visualized yacht at the PIBS



Y E S Methodology

Before buying a yacht it first requires the search for this yacht. But the very first step at all is to have analysed your selection criteria and narrowing the specifications, which are laid down in the Definition Phase, the first step of our Y E S Methodology.

In-dept analyses of what you really want with the yacht, your wishes, needs, and specific requirements, is a must in order to define the yacht exactly the way it has to be. Once the yacht is properly defined then we can search for the right yacht or yard with the most secure feeling that it will become a success immediately.

But this is a challenge. It takes time, experience and wisdom. Even when you have already found your yacht, are you sure that your Superyacht meets your goals and the reason why you want a Superyacht?

Our Y E S Methodology is a Project Management tool to guide you through the 8 different phases and sub-phases of the Definition, Search, Select, Purchase, Delivery, etc. of your visualized yacht. Whether it concerns a new build or pre-owned one, we advice and guide you successfully through all phases.

Get your SUPERYACHT ADVISOR to make your best ever choice

Remember: The main goal of a Buyers Consultant is to deliver what you want. Sellers Broker's main objective is to sell what they have in stock. The Sellers Broker works for the Seller only, no one else. The Buyers Consultant works for the Buyer only, no one else. The Broker working for both has a conflict of interest!

Superyachts Europe is a Buyers Broker.

Our other services include Superyacht Surveyors, Berths, Flag registration, TAX, VAT regulation, Importation, Finance, Accounting, Crew selection and payrolling, Chartering etc.

We provide the most professional turn-key delivery.

What are you looking forward to?

INTERESTED? It's EASY! Call

Bob Schutte

Founder



SUPERYACHTS EUROPE

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