



A multimillionaire is offering a €3 million discount on a brand new superyacht, despite never having sailed on it.



The yacht in question is a 44.3-meter Vitters constructed from aluminum, for sale at €42 million. The owner has never spent a single night in the owner's cabin of this sailing yacht, as he has already set his sights on a 50-meter motor yacht from Heesen Yachts. "On a yacht like that, you simply have more privacy," he explained, justifying his change of heart.
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At Superyachts Europe, as a independent Buyers Advisor and Buyers Broker, we could have prevented this costly shift at the outset of the yacht acquisition process. We developed the YES Methodology, which consists of eight phases beginning with the definition of the yacht. This initial stage includes 80 straightforward questions based on decades of yachting experience.

We ask different questions than the broker that wants to sell you a yacht. "Getting to know the prospect Buyer is much more important as a deep understanding of their needs and specifics of requirements, knowing exactly what his (her) interests are"

We have found that several clients initially interested in purchasing a pre-owned motor yacht have ended up deciding on a new catamaran sailing yacht, while others have switched from a sailing yacht to a motor yacht. Our experience shows that as clients gain a deeper understanding of their options during the search or selection phases, they often feel more comfortable considering different types of yachts.

In such circumstances, before signing any purchase contract and without any investment or pre-payment, we facilitate a restart of the YES process. This is a natural human response; it's completely normal to change one's mind, of heart, vision, or bucket list. However, it is crucial to take action, make decisions, and accept the consequences.

YES can saves you millions of Euros and time.

For inquiries about YES, please contact Bob.

Superyachts Europe is an independent Super-yacht Consultancy and Brokerage, with the highest level of quality services, standing up for the buyer's interests.

We advise and guide clients in the definition, search, selection, purchase and delivery of a pre-owned or a new build Superyacht.

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