



Dear Vessel Owner,

Thank you for selecting ARAMARK to assist you with the sale of your boat. We are looking forward to working with you on the sell of your vessel. We advertise in print locally and on the internet at [www.boatraderonline.com/dealer.html?858390](http://www.boatraderonline.com/dealer.html?858390).

The following points are the most common aspects of selling a brokerage vessel. Please review, as you will gain a better understanding of the brokerage selling process and what to expect from us as your listing agent.

**Cleanliness:** While the boat is for sale, it is important to keep it clean and all systems operable, this will help in the sale of your vessel. Remember: the sale of your boat is much like the sell of your home. In order for the boat to show at its best, we recommend a thorough cleaning once a month. This can be scheduled through our executive service department or done by the seller.

**Personal Effects:** Remove all items that will distract the buyer's eye (bars of soap, toys, and clothes). The boat should look like it is for sell, not in use. List items on your vessel inventory form that will not be included in the sale of your boat.

**Service Work:** Our Service Department can assist you on work that may be needed for your boat. We can assist in work order requests submitted by you. We would be happy to assist you in processing the work order.

**Sales Process:** When an offer is received, we will contact you so that you may review the offer. You will have three (3) days (72hours) to accept the offer or submit a counter offer to the Buyer. The Buyer will have 24 hours to accept your counter offer and/or submit a counter offer back to you. You can stop by the Administrative office or we can fax a copy to you. Offers are always accompanied by earnest money deposit checks. All contingencies with the offer will be discussed at the time. You have the option of accepting the offer as is or submit a counter offer. We will submit your written counter offer to the Buyer. All accepted counter offers must be in writing in person or

July 7, 2003

by fax with signatures. Once Agreement of Sale is finalized, including the selling price and contingencies, we will assist your Buyer in obtaining financing if requested Final Payment that is required at the closing, is required to be wired to Community First Bank in Page Arizona or a certified cashier's check.

**Surveys:** For boat 30 feet and over we recommend a marine survey the survey costs will be borne by the party who ordered the service.

**Sea Trial:** In the event that the sale of the vessel is subject to sea trial or trial run, you agree that any sea trial or trial run which you authorize shall be made at your sole risk. The expense may be borne by either party. The sea trial may be performed utilizing one of our licensed Pilots for a scheduled fee at your expense. If the you wish to be on board the vessel during the sea trial and waive the need for a Licensed Pilot no charge will be applied and you will bear all risks. You agree to indemnify, defend and hold harmless ARAMARK from and against any and all demands, claims, suits, cause or causes of action, whether at law or in equity, costs, expenses and attorneys' fees, and any liability whatsoever to any one for any injuries whatsoever, whether to their persons, property, or reputation resulting from the sea trial or trial run.

**Closing:** Our Brokers will coordinate the closing and all associated paperwork. Any loan payoff, outstanding balances, or vessel ownership transfers will be coordinated by our administrative department. We will have your net proceeds mailed to you within 7 working days of closing.

Again, thank you for allowing ARAMARK to be your boat broker. To receive necessary forms to begin the selling process of your boat or questions please feel free to contact us at:

Diana Maris  
maris-diana@aramark.com  
(928)645-1039 Phone  
(928)645-5175 Fax

Stacy Reiter  
reiter-stacy@aramark.com  
(928)645-1039 Phone  
(928)645-5175 Fax