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Profiles

Response for: BP

Completed: 12/20/2011 4:43 PM EST

1 Do you have a boat now? How long have you had your boat?

Answer	
<input type="checkbox"/>	Less than 6 months
<input type="checkbox"/>	6 months to less than 1 year
<input type="checkbox"/>	1 year to less than 3 years
<input type="checkbox"/>	3 years to less than 5 years
<input type="checkbox"/>	5 years or more
<input type="checkbox"/>	Never owned a boat before.
<input checked="" type="checkbox"/>	Had a boat, but currently do not.

2 What brand boat do you own? (Or would you choose when you decide to own)

Answer	
<input checked="" type="checkbox"/>	Jeanneau monohull
<input type="checkbox"/>	Fountaine Pajot Catamaran
<input type="checkbox"/>	Beneteau monohull
<input type="checkbox"/>	Catalina Monohull
<input type="checkbox"/>	Hunter, Monohull
<input type="checkbox"/>	Lagoon Catamaran
<input type="checkbox"/>	Leopard Catamaran
<input type="checkbox"/>	Other

3 What was (or is) the biggest obstacle to your decision to acquire a boat?

Answer	
<input type="checkbox"/>	Spouse/partner objection.
<input type="checkbox"/>	Concerns about economy.
<input type="checkbox"/>	Concerns about my investments, impact on retirement funds
<input type="checkbox"/>	Needed to save for Downpayment.
<input type="checkbox"/>	Needed to sell: House, investment property, boat--to free up funds
<input type="checkbox"/>	Need to improve skills--learn to sail, experience more boats, etc.
<input type="checkbox"/>	Uncertainty about which specific boat to choose
<input type="checkbox"/>	Have reduced income because of economy--waiting to get back to normal

Other: Future plans

Comment: I'm working to get an overseas scholarship. I wanted to make sure that I could put enough time and money into the boat of my dreams while getting the scholarship I wanted.

4 **What was the biggest influence to get you into boating?**

Answer	
<input type="checkbox"/>	Boating with friends or relatives.
<input type="checkbox"/>	Exposed to boating while on a vacation.
<input type="checkbox"/>	Periodicals or advertising.
<input type="checkbox"/>	Wondering around boat yards in a popular cruising area.
<input type="checkbox"/>	Other family member encouraged me
<input type="checkbox"/>	A book, movie or story inspired me.
<input type="checkbox"/>	Don't really know--just always had a desire.
<input checked="" type="checkbox"/>	Other: To be the cool guy that lives on a boat

5 **Where have you chartered... (Choose all that apply)**

Answer	
<input type="checkbox"/>	Northeast U.S.
<input type="checkbox"/>	Chesapeake
<input type="checkbox"/>	Florida/Keys
<input type="checkbox"/>	Bahamas
<input type="checkbox"/>	Virgin Islands
<input type="checkbox"/>	Other Caribbean areas
<input type="checkbox"/>	Great Lakes
<input checked="" type="checkbox"/>	West Coast
<input type="checkbox"/>	Gulf Coast
<input type="checkbox"/>	Mediterranean
<input type="checkbox"/>	Pacific Islands
<input type="checkbox"/>	Australia/New Zealand
<input type="checkbox"/>	Indonesia
<input type="checkbox"/>	Other

6 **Where have you cruised with your own boat... (Choose all that apply)**

Answer	
<input type="checkbox"/>	Northeast U.S.
<input type="checkbox"/>	Chesapeake
<input type="checkbox"/>	Florida/Keys
<input type="checkbox"/>	Bahamas

<input type="checkbox"/>	Virgin Islands
<input type="checkbox"/>	Other Caribbean areas
<input type="checkbox"/>	Great Lakes
<input checked="" type="checkbox"/>	West Coast
<input type="checkbox"/>	Gulf Coast
<input type="checkbox"/>	Meditaranian
<input type="checkbox"/>	Pacific Islands
<input type="checkbox"/>	Australia/New Zealand
<input type="checkbox"/>	Indonesia
<input type="checkbox"/>	Other

7 Where do you plan to cruise with your own boat... (Choose all that apply)

Answer	
<input checked="" type="checkbox"/>	Northeast U.S.
<input checked="" type="checkbox"/>	Chesapeake
<input checked="" type="checkbox"/>	Florida/Keys
<input checked="" type="checkbox"/>	Bahamas
<input checked="" type="checkbox"/>	Virgin Islands
<input checked="" type="checkbox"/>	Other Caribbean areas
<input checked="" type="checkbox"/>	Great Lakes
<input checked="" type="checkbox"/>	West Coast
<input checked="" type="checkbox"/>	Gulf Coast
<input checked="" type="checkbox"/>	Meditaranian
<input checked="" type="checkbox"/>	Pacific Islands
<input checked="" type="checkbox"/>	Australia/New Zealand
<input checked="" type="checkbox"/>	Indonesia
<input checked="" type="checkbox"/>	Other: Africa!

8 What's most important in a boat? (Just one most important, please)

	Least important	Less important	Important	very important	Most important
Safety					<input checked="" type="checkbox"/>
Offshore capability					<input checked="" type="checkbox"/>
Ease of shorthanded sailing				<input checked="" type="checkbox"/>	
Performance under sail				<input checked="" type="checkbox"/>	
Handling under power			<input checked="" type="checkbox"/>		
Entertainment -- large cockpit, galley close to cockpit				<input checked="" type="checkbox"/>	
Aesthetics		<input checked="" type="checkbox"/>			
Handling under power--ease of docking		<input checked="" type="checkbox"/>			

Text Block :

Retirement seems to be looked on differently today, than it was even a few years ago. Many clients have said, "I was going to retire in a year or two--now it's much further away." How do you see it?

9 Everyone's idea of retiring seems to have changed--how do you see retirement for you?

Answer	
<input type="checkbox"/>	Will work till I drop.
<input type="checkbox"/>	Anticipate a normal retirement--will have investments, etc. and will not have to work.
<input type="checkbox"/>	Look forward to changing careers and doing something else full time.
<input checked="" type="checkbox"/>	Look forward to working part time as a consultant, or doing what I want to suppliment income.
<input type="checkbox"/>	Anticipate stopping work and following interests, like sailing, traveling, etc. full time.
<input type="checkbox"/>	Other

10 When do you anticipate retiring (whatever that means to you)?

Answer	
<input type="checkbox"/>	Within 3 years
<input type="checkbox"/>	3-7 years
<input type="checkbox"/>	7-15 years
<input checked="" type="checkbox"/>	Over 15 years
<input type="checkbox"/>	Never
<input type="checkbox"/>	I consider myself retired now.

11 What part will cruising play in your life in the next 5 years?

	Not important	Less important	Somewhat important	Very important	Most important
A means to escape the pressures of daily life.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
A way to get closer with family and friends.	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
A way to experience more adventure in my life.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
A peaceful, tranquil activity.	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
A way to socialize and have a good time.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

12 **After retirement, what best describes your cruising plans?**

Answer	
<input type="checkbox"/>	Continue casual cruising.
<input type="checkbox"/>	Plan one big major trip of 1000 miles or more, and then will see.
<input type="checkbox"/>	Plan to spend considerable time cruising the U.S. Coast.
<input type="checkbox"/>	Plan to spend considerable time cruising the U.S. Coast and Caribbean.
<input checked="" type="checkbox"/>	Will use the boat as a vacation home--permanently based or moving from time to time to different cruising areas from where I reside.
<input type="checkbox"/>	Cruising will not be a major part of my plans.
<input type="checkbox"/>	Other

13 **What other activities do you participate in?**

Answer	
<input type="checkbox"/>	Sailing/power boating
<input checked="" type="checkbox"/>	Conditioning activities: running, jogging, bicycling, 10K runs, gym, weights, etc.
<input type="checkbox"/>	Golf
<input checked="" type="checkbox"/>	Other active sports: racquet sports, hunting, fishing, motorcycling, hiking, camping, etc.
<input checked="" type="checkbox"/>	Creative activities: Photography, art, ceramics or glass creations, etc.
<input type="checkbox"/>	Traveling. Car, motorhome, motorcycle, etc.
<input type="checkbox"/>	Fan of professional sports: Motorsports, football, basketball, baseball, golf

14 **Have you, or are you likely to purchase a boat from BYA?**

Answer	
<input checked="" type="checkbox"/>	Yes
<input type="checkbox"/>	No
<input type="checkbox"/>	Unsure

15 **Why did you (would you) choose BYA? (Choose all that apply)**

Answer	
<input type="checkbox"/>	Boat as a business plan. Knowledge about tax savings converted to equity.
<input type="checkbox"/>	Reputation-40 year track record
<input type="checkbox"/>	5 star custom commissioning--more than just factory options offered--have my boat my way.
<input type="checkbox"/>	Products represented.

Product knowledge
Great pricing (Best price guarantee)
Location (Chesapeake Bay/Annapolis) I want to sail
Location (Annapolis--can compare virtually all brands, big selection, concentration of services needed)
LGC--Charter company. Can try before buying. Can see model of interest with different options and configurations--for sale or charter
Display of most models year round. Can see actual boats.
Reputaion as #1 dealer makes me comfortable with this choice.
Friendly, knowledgeable, helpful staff.
<input checked="" type="checkbox"/> All of the above
Other

16 Why did you, would you consider our Boat as a Business plan? (Pick single most important reason--Webinar/seminar schedule www.bayacht.com/seminar.htm)

Answer	
<input checked="" type="checkbox"/>	Use the program to help pay the boat off early, or by retirement--own in 1/4 the time for 1/4 the cost.
	Tax advantages--Like the idea of a tax break
	Like the idea of \$0 cash flow while I cruise as much as I can.
	Like the idea that you do all the work and maintenance, and I just enjoy the boat. I get more time to use the boat, instead of doing routine maintenance.
	Like the flexibility of your plan. Set the boat up the way I like, Use it as much as I like, I can change locations, or follow the sun-as I like.
	Because this program qualifies for active (not passive) tax advantages, I only need to charter 5-7 weeks to break even (not 20-28 weeks like in a charter program).
	Exceptional condition, because the boat is chartered less, and the clients are better qualified--my boat is kept in exceptional condition at all times.
	Because of your experience, knowledge and support, including complete information about the tax situation, I feel comfortable.

17 Rank the importance of the following in our Boat as a Business plan? (Only one "most important" item please)

	Least important	Somewhat important	Important	Very important	Most Important
Use the program to help pay the boat off early--Own in 1/4 the time for 1/4 the cost.					<input checked="" type="checkbox"/>
Tax advantages			<input checked="" type="checkbox"/>		
Achieve \$0 cash flow				<input checked="" type="checkbox"/>	
Idea you do the work, I have the fun				<input checked="" type="checkbox"/>	
Flexibility of my use, type boat, location of boat, etc.					<input checked="" type="checkbox"/>
My boat stays in exceptional condition					<input checked="" type="checkbox"/>

18 How do we rate in comparison to other companies that offer similar services?

Answer	
<input checked="" type="checkbox"/>	Much higher
<input type="checkbox"/>	Somewhat higher
<input type="checkbox"/>	Same
<input type="checkbox"/>	Somewhat lower
<input type="checkbox"/>	Much lower
<input type="checkbox"/>	Don't know

19 What is your gender?

Answer	
<input checked="" type="checkbox"/>	Male
<input type="checkbox"/>	Female
<input type="checkbox"/>	Prefer not to answer

20 What is your age?

Answer	
<input type="checkbox"/>	Younger than 18
<input type="checkbox"/>	18 - 24
<input checked="" type="checkbox"/>	25 - 34
<input type="checkbox"/>	35 - 44
<input type="checkbox"/>	45 - 54
<input type="checkbox"/>	55 - 64
<input type="checkbox"/>	65 or older
<input type="checkbox"/>	Prefer not to answer

21 What best describes your employment status?

Answer	
<input type="checkbox"/>	Employed full-time
<input type="checkbox"/>	Employed part-time
<input type="checkbox"/>	Self-employed
<input type="checkbox"/>	Unemployed, looking for work
<input type="checkbox"/>	Fully retired--not actively earning extra money in any way

<input type="checkbox"/>	Partially retired--still doing consulting/part time work.
<input type="checkbox"/>	Homemaker
<input checked="" type="checkbox"/>	Military
<input type="checkbox"/>	Prefer not to answer
<input type="checkbox"/>	Other

22 Which of the following categories best describes your annual income?

Answer	
<input type="checkbox"/>	\$100,000 or less
<input checked="" type="checkbox"/>	\$250,000-\$100,000
<input type="checkbox"/>	\$500,000-\$250,000
<input type="checkbox"/>	\$500,000 or more
<input type="checkbox"/>	Prefer not to answer

23 How may we use this information?

Answer	
<input type="checkbox"/>	Anonomously--only combined in overall, anomonus survey results.
<input checked="" type="checkbox"/>	In overall results and also "Profiles in Courage"--individual looks at courageous people. (Income information will be deleted)

24 Please enter the information indicated below. This will not be shown anywhere, but will be used for prize giving and for Eric to contact you if you choose to participate in and if your "Profile in courage" is selected for our newsletter.

Private

25 What is your view of the world going forward?

Answer	
<input type="checkbox"/>	I'm an optimist, this too will pass-it will get better--I will continue to do my own thing.
<input type="checkbox"/>	I'm a pessimist. Might as well escape on a boat.
<input checked="" type="checkbox"/>	I will do my best to influence people and make things better--I'm an activist.
<input type="checkbox"/>	It all doesn't matter. I will simply take it as it comes and do the best I can for myself and family.
<input type="checkbox"/>	The state of economy and world has me stopped for now. I will wait and see. I think it will probably get worse.

Other

26

Describe your ideal trip--whether by boat or otherwise...

Me and the most beautiful woman I know, my wife, take off on an around the world trip with no timelines. We take as much time at each port as we want. Find new locations that aren't well known or well traveled. Grow a sick beard and have stories that can compete with the Most Interesting Man Alive. Stop here and there to do mission work, and volunteering where we can. Picking up family and friends in different ports and taking them with us when they have vacation time, then mentioning that we are permanently on vacation! Never letting a moment of our short lives pass us by.