



Creating a Powerboat Program for All Ages





US Powerboating

The Nation's Leading
Hands-on, On-the-water Training
Professionals



US Powerboating



Why Powerboat Training?

- ✓ Liability - Safety



US Powerboating



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- ✓ Liability – Safety
- ✓ \$\$\$ - Revenue



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- ✓ Exciting New Programs



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Why Powerboat Training?

- ✓ Liability – Safety
- ✓ \$\$\$ - Revenue
- ✓ Exciting New Programs
- ✓ Self-preservation



Who Needs Powerboat Training?



Its just like driving a car.



Skills Covered in 8 & 16 Hour Courses



✓ Safe Boat Operation

- Docking/Securing to Dock
- Close-Quarters Maneuvering
- Person-In-Water Recovery
- High-Speed Turns & Stops



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- ✓ Pre/post Trip Checklist
- ✓ Engine Systems
 - Troubleshooting
 - Rules of the Road
 - Aids to Navigation
 - Emergency Procedures
 - And much more!



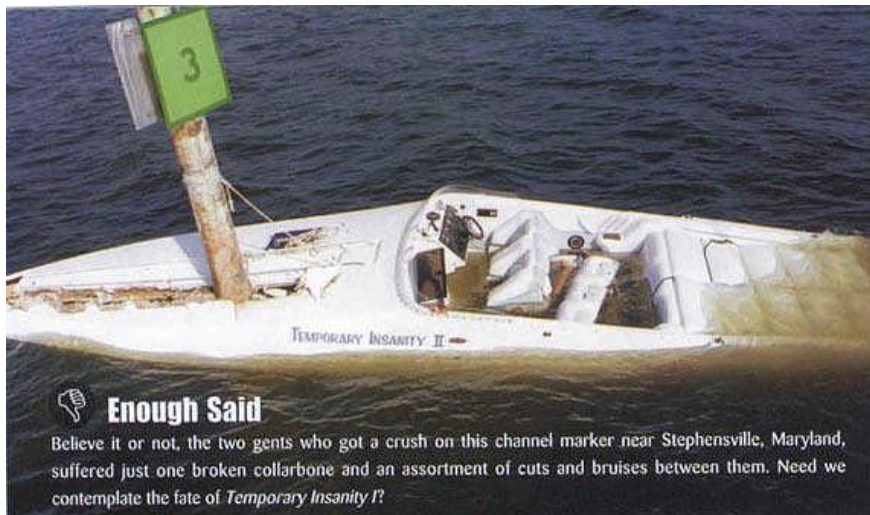
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Enough Said

Believe it or not, the two gents who got a crush on this channel marker near Stephenville, Maryland, suffered just one broken collarbone and an assortment of cuts and bruises between them. Need we contemplate the fate of *Temporary Insanity I*?

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Advantages of *US Powerboating's* Safe Powerboat Handling Courses



- Hands-on, On-the-Water – practical application of all skills
- Professional Textbook & Online/Digital Teaching Aids
- Boaters with No Experience Quickly Gain Confidence
- Experienced Boaters Correct Bad Habits & Learn New Skills
- Nationally and State Recognized
(National Association of State Boating Law Administrators Approved; State Certificates in many states)



Benefits of *US Powerboating's* On-the-Water Training



Benefits of *US Powerboating's* On-the-Water Training



For Host Facilities:

- Be a leader
- Improve Safety
- Better Trained Staff - increase confidence
- Better Maintained Boats
- New Program for Existing Members/Customers or attract new ones
- Generate Revenue



Benefits of *US Powerboating's* On-the-Water Training



For Adult Participants:

- Emphasize Skills Most Relevant to Their Needs
- Achieve State Boating Certificates
- Insurance Discounts
- Operate club-owned boats
- Additional Member Value
- RACE COMMITTEE!



Benefits of *US Powerboating's* On-the-Water Training



For Younger Participants:

- Keep Younger Club Members Involved
- Satisfy the Safety Boat Knowledge & Skills to Become a US Sailing Certified Sailing Instructor
- Achieve the Skills to Become a Member of the Race Support Team
- Part of the Development System for Future Instructors
- **THEY LOVE DRIVING THE COACH BOATS!**



But What About My Boats?



Some typical usage facts:

- Safe Powerboat Handling uses boats for 8 hours (5 of these hours are at lower speeds)
- Sailing instructor uses their powerboat for 5 hours a day or 25 hours a week.
- 5 Safe Powerboat handling classes/year = 1 week of sailing instruction
- PLUS – the boats are being used in an orderly and controlled fashion (*which is more than I can say for rodeo coach boat!*)



REVENUE – REVENUE – REVENUE!



Sample SMALL Powerboat Program Budget:

2014 Income	
Safe Powerboat Handling Class Fee (16-18 hours session time)	\$300
Estimated Number of Students Enrolled (4 sessions of 10 students)	40
Estimated Income	\$12,000
2014 Expenses	
Safe Powerboat Handling Material (\$30 per student)	\$1,200
Marketing and Promotional Items	\$500
Fuel (assuming 5 boats per session)	\$1,500
Instructor Fees (1 instructor per session)	\$2,000
Estimated Expense	\$5,200
Net Profit	\$6,800



Opportunities



- General Public - New Boaters
- Yacht Club Adult Member Program
- Level I Candidates (prior to course)
- Counselor In Training
- Summer Camp/ Jr. Program Activity
- Race Committee Members
- College or High School Course
- USCG Launch Tender Course



Powerboat Certification Series



- Safe Powerboat Handling
- Safety & Rescue Boat Handling
- Mark-set Boat Handling
- Cruising Powerboat
 - Basic
 - Inshore
 - Night



Support



- US Powerboating Staff – The Best!
- USPowerboating.com – Promote your courses
- Powerboat Training Coordinators – meet yours
- Experienced Instructors – always willing to share



Testimonial



“Knowing my staff received Safe Powerboat Handling training enabled me to sleep better at night during the season, while reducing the time and expense of off-season repairs to safety boats.”

Captain Michael McGrory
Community Sailing Director



Begin Today!



Create a ***US Powerboating*** Safe Powerboat Handling Program for the 2014 season!

- Mobile Training Program – bring the instructors and/or boats to you!
- Utilize 500+ existing US Powerboating Certified Powerboat Instructors
- Train your Staff – Instructor Training Available



Thank You!



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