



Boats & Yachts **WARRANTY**



PARTNER PACK



Our Vision is to be the global leader in marine extended warranty, giving boat owners complete peace of mind by protecting their investment.

We will achieve this by adhering to our **Core Values** in all that we do, focus on continuous innovation, and deliver service excellence & quality to our customers and partners.

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Boats & Yachts Warranty is the marine industry's premier warranty provider.

We have designed and customised our warranty products to meet the needs of your customers, to give them peace of mind and confidence during their buying process.

Our Mission is simple; to help eliminate unexpected repair costs, help retain the value of their craft and to enhance their boating experience by giving your customers peace of mind. We provide your customers with the most comprehensive coverage and exceptional customer service available in the marine industry, today and for the years to come.



Commitment

We are committed to providing value to our customers, partners and colleagues. We are knowledgeable and passionate about what makes our brand unique and powerful, and we are committed to finding innovative ways to fuel growth. We create value for the marine industry by faithfully focusing on service excellence and quality.



Integrity

We display integrity at all times in the business decisions we make and the manner in which we conduct our professional relationships. We support that sense of doing what's right through a culture of open communications and a spirit of teamwork. We also value the role that diversity among our employees, suppliers and partners plays in our success.



Responsibility

We take our responsibilities seriously, always aware of how our actions can benefit the community and sensitive to the needs of the environment. We make decisions at all times understanding our responsibility for enhancing profitability and serving the interests of our stakeholders. As a service company whose success is rooted in the satisfaction and performance of our people, we take responsibility for furthering the professional development of our employees at every level.

WHAT WE OFFER

Warranty Plans

- ✓ **Available on all pleasure and commercial Boats & Yachts**
- ✓ **Coverage throughout Europe plus Croatia & Turkey**
- ✓ **Hassle-free Claims**
- ✓ **Transferable Coverage**
- ✓ **Warranty Plans from 3 to 36 months**

Warranty Additions

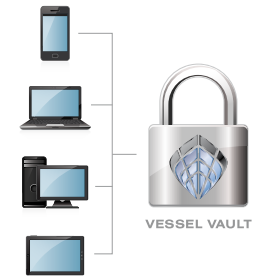
Our Warranty Additions are designed to give you total peace of mind, knowing that not only are your boats major systems covered, we can also cover your crafts generators, tender motor and auxiliary engines at an affordable price.

- ✓ **Aux Outboards**
- ✓ **Generators**
- ✓ **Tender Motors**



Vessel Vault is a cloud based boat maintenance management system which is free for all Boats & Yachts Warranty Plan holders.

Vessel Vault gives you a secure online space to store copies of your vessels important documents and manuals with the ability to access them at anytime on your PC, Tablet or Smartphone with an internet connection.



Store & Retrieve Important Documents

- ★ **Registration Documents**
- ★ **Title & Ownership Documents**
- ★ **Service Receipts**
- ★ **Manuals**
- ★ **Safety Certificates**
- ★ **Insurance Documents**
- ★ **Licenses**
- ★ **Pictures**

YOUR BEST PARTNER



We offer our Customers & Partners an end to end online & paperless experience that is easy to use, informative & transparent, with services and features which will keep them engaged.

Our Partners fall into two categories;

- ⊛ Sales Partners (page 9)
- ⊛ Service Providers (page 10)

We provide...

- ⊛ Instant Online Quote Months
- ⊛ Marketing Resources & Tools
- ⊛ Generous Commissions
- ⊛ Staff Management
- ⊛ Customer Management
- ⊛ Claims Management
- ⊛ 24/7 Online Reporting
- ⊛ Vessel Vault - Cloud based boat management system



Become a Boats & Yachts Warranty Partner...

In business it's good to have partners you can trust. Becoming a Boats & Yachts Warranty Partner and making us one of your partners means you can earn addition revenue from sales and repairs. Joining our programme is FREE, so you really have nothing to lose.

Why join our Partner Program?

- ✦ It's a simple way to generate a new revenue stream for your company
- ✦ Our program requires no investment
- ✦ We offer online and offline Point of Sale
- ✦ Access to online reporting that is available 24/7
- ✦ Online warranty claims management system
- ✦ A dedicated Business Development Manager to help you maximise your earnings

Exclusive Partner Portals

Upon acceptance to our Partner Program you are given exclusive access to your Partner Portal.

Our Sales Partner Portal gives you the resources to offer our warranties and manage your customers.

Our Service Provider Portal gives you the resources to manage all repairs and claims assigned to your business.

Partner Portal Features

- ✦ 24/7 Access
- ✦ Smartphone, Tablet & PC Ready
- ✦ Selection of Web Banners
- ✦ Selection of Warranty Quote Widgets
- ✦ Email Templates
- ✦ Point of Sale Marketing Material

Tracking your Partner Program

Our online reporting system will allow you to view the activity generated through your web based marketing, you will be able to view real time activity.

- ✦ Statistics
- ✦ Click-throughs
- ✦ Quotations
- ✦ Warranty Plans Sold
- ✦ Commissions Earned

Automatic Self-Billing

Our approved Partners will be enrolled in our Self-billing Invoicing platform which will automatically produce your invoices for commissions earned. Your invoices will be available to view and download from the Partner Portal.

Note: Don't forget, only Approved Partners can offer 3 and 6 month Warranty Plans.



✦
ONLY AVAILABLE FROM APPROVED PARTNERS



✦
AVAILABLE TO ALL

As a yacht broker or dealer, it is your duty to offer your customers the highest level of cover, not only to protect them from unexpected breakdowns but also to protect yourself and strengthen your own reputation. Boats & Yachts Warranty can offer this cover!

Offering an Extended Warranty has many benefits for Yacht Brokers and Dealers, not only is it easier to sell a craft with an Extended Warranty, you can also earn additional revenue for your company with no investment.

Our Warranty Programmes help our Partners increase customer retention levels and open up new revenue streams whilst allowing boat owners to benefit from reassurance and peace of mind that they are covered against costly mechanical and electrical faults.

Benefits for You

- ✦ It's easier and quicker to sell a craft that has a warranty
- ✦ It's a simple way to generate a new revenue stream
- ✦ Problem free, customers contact us directly with any warranty issues
- ✦ Our program requires no investment
- ✦ We offer online and offline Point of Sale
- ✦ Access to online reporting available 24/7 so you can track your earnings
- ✦ Dedicated Manager to help you maximise commission

Benefits for your Customers

- ✦ Confidence when buying from you
- ✦ 3 & 6 months Warranty Plans available through approved Partners only
- ✦ Coverage throughout Europe, Croatia & Turkey
- ✦ Hassle-free - Claims are paid directly to the dealership or repairer of their choice
- ✦ Transferable Coverage - Warranty Plans may be transferred to a new owner at the time of the craft sale
- ✦ Add value when selling their craft by transferring the Warranty to the new owner
- ✦ Access to Vessel Vault to store and manage their crafts important documents



How does it work?

It's quite simple; every time a warranty claim is requested, a Service Provider is required to investigate and estimate for the repair. Our Claims Management System (CMS) will search our database of Approved Repairers and will display the most relevant for the Warranty Holder to choose from.

What is the Claims Management System (CMS)?

Our CMS is a powerful start to finish claims management system, it's simple to use anywhere on your smartphone, tablet or PC. Our Approved Service Providers receive exclusive access to our Partner Portal and CMS to manage claims, create estimates, track progress and generate invoices.

CMS Benefits

- ✦ Manage Claims
- ✦ Create Estimates
- ✦ Track Claim Status
- ✦ Approved Estimates will be converted to Purchase Orders
- ✦ Purchase Orders are converted to Invoices

How do I receive payment, and how long does it take?

We aim to process electronic claims within 48 hours of receipt, and you may expect payment directly to you within 3 business days of processing.

How much does it cost?

It's FREE to become a Boats & Yachts Warranty Service Provider.

How does Boats & Yachts Warranty identify me as a possible provider for a repair?

Our service provider search function is driven by the location, brands and services you provided. All this information is captured from your application.

How much business can I expect from Boats & Yachts Warranty?

Many yacht brokers, boat dealers and marine related businesses sell our Warranty Plans to their customers. Exact repair volume will depend on the population and the number of existing Boats & Yachts Warranty Service Providers available in your area.



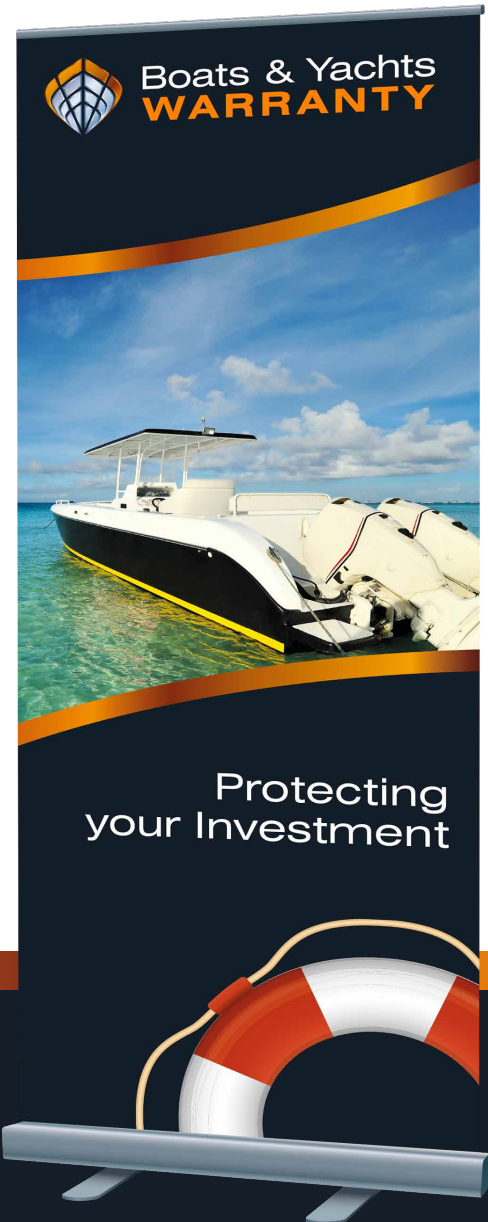
PARTNER RESOURCES



Boats & Yachts Warranty have produced an excellent selection of marketing resources and web tools which will make it easy for you to refer our services to your customers and generate additional revenue for your business.

Resources at your fingertips...

Upon acceptance to our Partner Program you are given exclusive access to our Partner Portal which gives you the resources to promote and offer our Warranty Plans to your customers.



ONLINE RESOURCES

Logos, Web Banners & Widgets

Boats & Yachts Warranty provide partners with a wide range of banners, widgets and logos, that can be downloaded from your Partner Portal and uploaded to your website.

All of these resources are preformatted with your unique tracking codes, so that you can monitor their performance and commission generated.

Quotes	67
Warranty Plans Sold	42
Click throughs	83
Click through conversions	51
Commission Earned	12,600.00

Leaderboard Banner



Skyscraper Banner



Logo

Boats & Yachts
WARRANTY
Protecting your Investment

Instant Online Quote

Type of Craft

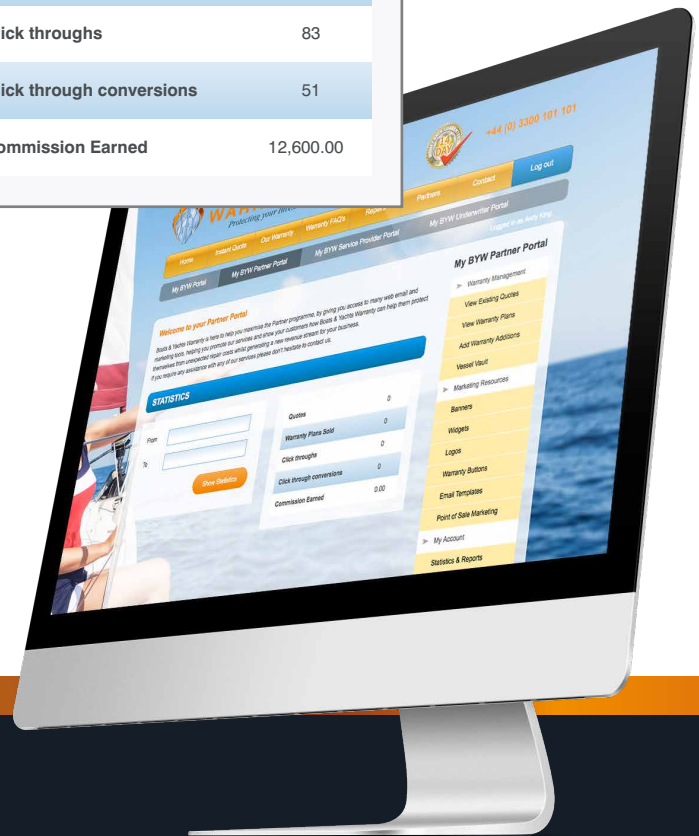
Manufacturer / Shipyard

Model

Quote Now

By clicking "Quote Now" I agree to the [Website Terms of Use](#)

Widget



POINT OF SALE RESOURCES



POS Resources

Boats & Yachts Warranty can provide an extensive range of point of sale, from large format banners and flags, through to boat stickers, sales particulars cornerstones, window graphics and printed flyers/booklets.



PROMOTIONAL RESOURCES



Branded Merchandise

Boats & Yachts Warranty provide some helpful promotional merchandise to promote the Warranty offering, from pens and pencils, to mugs, keyrings and clothing.

Additional items are available to order directly via the partner portal.



GETTING STARTED...



How do I become a partner?

It's quick and simple - visit our website and complete our partner application form or call us on +44 (0) 3300 101 101, option 4 to speak to our partner team.

SIGN UP TODAY!



SALES PARTNER

Become a Boats & Yachts Warranty Sales Partner and you can earn commission on every boat sale, with the added benefit of offering your clients additional peace of mind with their investment.



SERVICE PROVIDER

Become a Boats & Yachts Warranty Service Provider to make sure you can take your share of warranty repairs in your area.



Boats & Yachts
WARRANTY

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All information correct at time of print. Subject to change and revisions without prejudice, please visit www.boatsandyachtswarranty.com for the latest version in electronic format.



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