



Workshop: How to Find and Buy the Perfect Boat for Your Great Loop Adventure

Friday, March 28, 2025, 9:00 a.m. – 1:45 p.m.

AGENDA SUBJECT TO CHANGE

Start	End	Session	Presenter(s)
8:30	9:00	Registration	
9:00	10:15	<p>How to Find and Buy Your Perfect Great Loop Boat Buying a boat can either be one of the most stressful parts of Looping, or it can be a fun adventure. Seasoned Loopers and founders of Great Loop Yacht Sales, Michael Martin and Brent Bowlin, believe the process should be an educational, painless, and positive experience that sets the tone for your Loop. During this session, Michael and Brent will give you an overview of the boat buying process and dive into some features on a variety of popular makes/models to help you determine the right boat for your Loop.</p>	Michael Martin & Brent Bowlin, <i>Great Loop Yacht Sales</i>
10:15	11:00	<p>Financing your Great Loop Boat This session will provide information on how to obtain financing for your boat, including general bank requirements for a down payment, terms, and other factors that affect financing such as the age of the boat. Cindy will also give details on the overall state of the market and why one should consider borrowing versus paying cash for their vessel.</p>	Cindy Lewis, <i>Sterling Associates</i>
11:00	11:10	Break	
11:10	12:00	<p>Insurance In his presentation, Jon will cover the basics of boat insurance: when to look for boat insurance, how to select an agent and an insurance company and what the components of marine insurance are. He'll also discuss the status of the current marine insurance market and when he expects the market to turn around.</p>	Jon Horton, <i>Jack Martin & Associates</i>
12:00	12:45	Lunch	
12:45	1:45	<p>Insights & Lessons from a Marine Surveyor Scott will discuss how to manage and maintain your boat based on ABYC, USCG and CFR standards that marine surveyors use to conduct Condition and Value surveys for Pre-Purchase, Insurance and Pre-sale surveys. Regardless of whether you're buying, selling or continuing ownership, it pays to keep your boat in top condition. Scott will cover things that he has found on surveys that you wouldn't believe it unless you saw it, top issues that lower boat values and the top 10 things to do to keep your boat at its best.</p>	Scott Miller, <i>Miller Marine Consulting</i>