



## EXECUTIVE SUMMARY

### Net Worth Neutral Yacht Ownership

Is there a way to make the yachting lifestyle financially rewarding when most traditional experts and advisors: CPA, banker, attorney, financial advisor, wealth manager, yacht broker, etc can't?"

#### YES – Yacht Executive Solutions!

Conventional wisdom of most “advisors” - tax, legal, financial and “wealth managers” (and even many yacht owners) is that a yacht purchase is not really an investment at all - but rather a luxurious extravagance – a lavish “lifestyle expenditure”. (*Offering a yacht for charter hoping to mitigate some expenses is not an investment strategy or a business with a profit motive.*)

As a result of well meaning – if not misinformed advisors, many high net worth individuals simply accept their losses and are unfortunately denied the rewards of the yachting lifestyle. Many are “missing the boat” to greater prosperity - literally and figuratively.

An investment in the yachting lifestyle - properly structured and managed – can be one of the most rewarding of all investments. Unfortunately few are properly structured and managed creating unnecessary risk and resulting in needless economic loss.

**Yachting lifestyle investments are like many other alternative investments in depreciating assets.** Real estate – houses, condos, office buildings, as well as oil and gas wells are depreciating / depleting assets. Yet, purchased and operated properly can be lucrative. Successful investors often rely on skillful professionals able to extract maximum value from assets that far exceed the depreciation / depletion - making for a profitable investment. **It's the same for properly structured and managed yacht investments.**

Few advisors and wealth managers have any experience with profitable yacht ownership. They don't know how to make yacht ownership profitable or have any incentive to. In fact, most advisors are indifferent or see it as a threat. Many are actually prohibited from even expressing an opinion on any alternative investments – especially investments in yachts!

Frankly, as far as most “advisors” are concerned, overseeing the profitability of their clients' yachting lifestyle: 1) it's not part of their professional expertise, 2) they lack the necessary skills, 3) they lack the time and resources, and 4) they aren't compensated for such!

Most advisors are increasingly overwhelmed by the expanding regulatory environment and are unable to focus adequately on the potential impacts upon the yachting lifestyle. It's difficult to just stay proficient in their profession so finding ways to make the yachting lifestyle more affordable is probably not a priority for most experts.

For example, the Code of Federal Regulations ballooned from 71,224 pages to over 174,545 and in only ten years, the federal government issued over 38,000 new rules and regulations!

CPAs may have it the worst. Yacht owners can't rely on their CPA to show them how to make their yacht ownership profitable. CPAs have a tough time just keeping up with the changing tax code and the IRS.

Federal reports reveal that over half of all taxpayers overpay their taxes by not taking advantage of available tax provisions. **Shockingly, over 89% of those that overpay taxes use CPAs and accountants.**

Less than half of eligible taxpayers take advantage of specific income tax provisions as **paid preparers don't know about key changes in the tax code, don't think their clients will benefit, or use preparation software that leads them to believe there would be no benefit.**

Recent numbers published by the IRS reveal less than 1% of those earning more than \$1,000,000 take advantage of all relevant provisions in the tax code that are available to them. Numerous tests of tax professionals produce results that vary by 100%!

Research shows overpayment of taxes may be the greatest threat to maximizing long term net worth, not just profitable yacht ownership.

Likewise, increasing regulations and malpractice concerns prohibit prudent attorneys and financial advisors from even expressing opinions on “investments” not offered or sanctioned by their company for which they are not qualified. Advisors are not allowed to even opine on investments not offered through their company.

Consequently, few yacht owners have anyone on their current team of advisors capable and qualified of stewarding their yachting investments – or an advisor sufficiently confident in their abilities and willing to link their compensation to the effect that yacht ownership has on the yacht owner's net worth.

**YES Yacht Executive Solutions** uniquely fills this advisory void. As managerial economists, our specialized information and proprietary profit strategies, many originally created to provide competitive advantages for international banks and the largest of public corporations, enables us to design customized wealth solutions for select yacht owners that other advisors simply can't offer. Net Worth Neutral Yacht Ownership strategies protect, preserve and provide wealth and prosperity while fully funding the yachting lifestyle!

- **Mitigate economic uncertainties of yacht ownership,**
- **Minimize yachting expense, costs, and expenditures,**
- **Magnify the rewards and enjoyment of the lifestyle,**
- **Maximize your long term wealth and prosperity,**

If you had a uniquely qualified, competent and experienced advisor – that acted almost like a partner – charged with protecting and preserving your net worth, whose long term financial interest was tied to yours, whose compensation was largely determined by how little the yachting lifestyle adversely effected your long term net worth, and had a strong monetary incentive to assure that you make a profit from your yachting lifestyle, do you think your yacht ownership would be less expensive, more profitable, more enjoyable and rewarding?

#### Do you want to learn more about?

- Alternatives to yacht charter – avoiding the IRS audit trap,
- How to turn problem assets into the ultimate “liquid” asset.
- Recover ALL yacht expenses - purchase & operations,
- Converting “advisors” into yachting lifestyle advocates,
- Net Worth Neutral Yacht Ownership - who qualifies,
- Reducing threats to wealth & long term prosperity,
- The difference between wealth and prosperity.
- How these strategies apply to other assets,
- How to take wealth to the next level,
- And much, much more-

**If your answer is YES -Yacht Executive Solutions, contact us for a FREE confidential consultation and see what type of yachting solutions we can craft for you. Why not test the waters? You have nothing to lose, but a yacht to gain!**