

## The 1st national network at your service



**Royal Nautisme** offers yacht lovers a wide range of services including yacht sales, rentals and rental management. Frédéric Le Goascoz, who started the original idea in 2002, didn't think that it would have such an impact. The company reacts in an innovative way to future entrepreneurs who are passionate about the ocean and yachting, and who want to invest in professional yachting.

With more than 26 agencies, the development of the **Royal Nautisme network is fast growing** and is now open to people who possess the necessary intellectual, commercial and financial skills to manage an agency in one of the ports in France or abroad that remain available. The company's goal is to open 40 French agencies and 30 international ones.

### Service with a capital S

The Royal Nautisme licensees benefit from a service-driven support, copied from the rigorous customer service required by this type of trade. The candidates will start with a meeting at the pilot agency in Saint-Mandrier (Var region on the French Riviera). If it works out, the licensee can register for the training period scheduled in the reservation pre-contract. This contract enables to book the desired geographical area and to participate in a first one-week training session which will help determine the real project feasibility. If the training is successful, both parties will conclude a brand license contract and a services contract which will enable the future licensees to use:



- the brand name,
- the image rights for the brand,
- professional training,
- a specific computer tool,
- products related to sales, rentals and rental management (new and used boats)
- ongoing training,
- ongoing support.

Each agency will oversee/control a population catchments area established by groups of 1,400 port spaces. The total investment cost, not including the lease, includes the premises lay-out and equipment, assistance convention and start-up working capital.

### Do you have what it takes?



The potential **Royal Nautisme** licensees should like tourism jobs, from reception to sales, and be passionate about the ocean and boats. They should have their own capital as well as the total ability to manage a company. Royal Nautisme is looking for people who clearly demonstrate a **dynamic, ambitious and courageous attitude**. Three qualities are required to be successful, they are sense of hearing, professional skill and availability.

*"You have to be on deck as often as possible in order to offer our yachting clients a wide range of products at the best prices and remain at their service each and every day of the week. You should seize the opportunity to open an agency because the window will open and close very fast. With one new agency every two weeks, the possibilities are starting to decrease",* says the founder.

**If you are interested in this license, please complete the short form below and Royal Nautisme will contact you.**