

A SNEAK PREVIEW OF THE ONLY INDUSTRY-OWNED YACHT SALES MANAGEMENT APPLICATION

Many thanks to everyone who stopped by the IYBA Hospitality Suite at the Miami International Boat Show in February. The IYBA team enjoyed meeting you and showing off BoatDox.org, our new web-based document-processing service. Although a hands-on demo is best, for those of you who did not see it at the show, here's a written "peek" at Boatdox.org.

The definition, from the *Oxford English Dictionary*, of a computer application is, "a program or piece of software designed and written to fulfill a particular purpose of the user." That "particular purpose of the user" in this case is a quick and smooth transaction, whether a listing or deal. In its simplest form, BoatDox.org, is a computer "application" but in actual use BoatDox is so much more – It is truly Yacht Sales Management.

From brokers to brokerage owners, at log-in, you're greeted by the Dashboard, which keeps you up to date on the overall state of your business. Want a closer look at deals waiting final signatures? One click and you're there with a list of all your "In Process" deals. Click on the blue "In Process" tab and you can see exactly who has signed each document in that transaction, along with options for additional key information, other eSign documents you'll need for the deal, your Uploads list and Tasks. A third click on Deals and you're back to your list and on to the next deal.

Robust functionality

Looking for another specific deal? Just use the search bar and find exactly the vessel and deal you're looking for. And yes, you can do this in the Listings section also. Perhaps you're a closing agent looking to attach a deposit to a deal with only minimal information. Use the search bar and find that buyer and deal right away.

Everyone will appreciate the innovative Uploads and Tasks lists. The Uploads list supports the process of both listings and deals by using placeholders appropriate to either listings or deals to remind

The screenshot shows the BoatDox.org Dashboard. It features a sidebar with navigation options like Dashboard, Listing Agreements, Deals, Vessels, Clients, Reports, and Settings. The main content area is titled 'Dashboard Deals' and contains two tables. The first table, 'Deals', shows a summary of deal statuses: In-Process (5 deals, \$6,113,000.00 value, \$61,300.00 in-house commission, \$61,300.00 CO-Brokerage), Draft (6 deals, \$1,860,000.00 value, \$18,000.00 in-house commission, \$18,000.00 CO-Brokerage), and Closed (1 deal, \$300,000.00 value, \$30,000.00 in-house commission, \$30,000.00 CO-Brokerage). The second table, 'Upcoming Closings', shows deals scheduled for the next 7, 15, and 30 days, with a total of 10 deals valued at \$7,043,000.00, with \$198,300.00 in-house and \$198,300.00 CO-Brokerage commission.

BoatDox.org Dashboard

The screenshot shows the 'Deals' page in BoatDox.org. It has tabs for Draft, In-Process, Active, Sold, and Cancelled. The 'In-Process' tab is selected. Two deals are listed:

VESSEL	PARTIES	TASKS
2000 Hatteras Express 40 Purchase Price: \$550,000.00 Offer Date: November 17, 2021 (4 months)	Broker: Blake Broker 113 Buyer: Liam Buyer Association	Completed: 3 Open: 54
2020 Hinckley Sport Boats BoatModel 2437 110 Purchase Price: \$750,000.00 Offer Date: March 01, 2022 (9 days)	Broker: Blake Broker 113 Buyer: Matteo Buyer Association: IYBA	Completed: 8 Open: 58

Your Deals page

you of documents needed to upload for the transaction from the buyer, seller or other party. No more missed or forgotten documents two days before closing.

We've also gotten great positive feedback for the Task lists, which keep everyone up to date on the tasks needed to be completed such as scheduling the photo and video shoot or getting the vessel detailed. Task lists are also specific to Listings or Deals and are right there within the transaction so they're easy to find and use.

eSign program

Buyers or sellers out of town? No problem. With the custom BoatDox.org eSign program you can get signatures on key documents easily through email. So, what about when you're out on the dock, can you do business? Yes! BoatDox.org is web-based so you can access it wherever you are and on any device. It is mobile-optimized for the tablet, allowing for great ease of use on the go.

The Reports section has multiple sort options so you can see the information

you need. View by status, timeframe, office or broker, to name a few. Through report downloading you'll have all the data in one place and the ability for more in-depth organizing.

The process of listing a boat or closing a deal has many moving parts to it, with the ultimate goal being to transfer that vessel into the hands of a new owner. Boat ownership can mean something slightly different

to each owner; they choose how and when to use their boat. We at BoatDox.org realize how

important ownership is, not only for the boat owner but also for you, the broker, especially for your information. That is why as the only yacht industry-owned yacht sales management software, BoatDox.org, will not sell or market your information. It is yours, period. This is also why we will be integrating it with YachtBroker.org, the only yacht-industry owned MLS, so you can complete the listing process in BoatDox.org and then create the listing in YachtBroker.org.

We're excited to announce that BoatDox.org will be launching this spring. We already have a number of brokerages lined up and are looking forward to the launch. If you have questions or would like to get on the list or see a demo, please use the form on BoatDox.org and let us know.

For more information, please visit boatdox.org.