

# Saveene Franchise

## Pitch Desk

### Introduction

If you're someone who is looking to make the kind of investment that can give your life a serious financial boost, we're here to elaborate on a secure and highly profitable opportunity. Earning revenue in businesses has become drastically easier as compared to what it was two decades ago. The business landscape has greatly changed over the years and thousands of opportunities have emerged for those with entrepreneurial ambitions. When we talk about modern day business models, franchising is among the several options open to investors. In businesses, small and big, owners are required to take care of a number of departments involved, which can at times be too much of a hassle and may not always be ideal. Further, establishing a business from the ground up means going through a lot of red tape, and the cost of publicizing and advertising your venture is an added burden. This is where buying a franchise comes in. It is a hundred times easier to buy and run a franchise of an already established brand or business as opposed to building one from scratch, something that can be time consuming and financially risky.

### Global and National Yacht industry

The yacht industry is an immensely profitable one. The size of the industry has been expanding at an astounding pace. Statistics compiled just last year revealed that this is a billion dollar industry with tremendous growth potential. With such growth potential, this industry offers a multitude of profit making opportunities to investors and entrepreneurs.

Further, with an increasing demand for yacht services, it is expected that this industry will become a multi-billion dollar marketplace within the next decade or so. Multiple companies are reaping the benefits of this highly profitable business. Due to the presence of some of the world's most spectacular beaches and coastal vacation spots in and around the country, the United States in particular, will be a hotspot for such businesses. This is also because a big chunk of potential customers come from within the United States. Keeping all this in mind, an early entry into the market is a wise route to success.

### Problems in the Market

Here are some common problems and misconceptions associated with the yacht industry, particularly from the sellers' point of view. Let us study them one by one.

1. High Prices

Pricing has always been a problem. Buying a yacht is not an easy feat financially. The same goes for a franchise, which is very expensive in most parts of the world even today. Those interested in making such investments need considerable sums of money on hand. Because of this, individuals either end up forfeiting other property or simply opting for opportunities that require less starting capital.

2. Low profits

It is believed that making profits here is difficult. Many yacht dealers have a hard time selling enough vessels to make a decent living. They end up with very low profits and high operating costs. In the case of franchises, the profit margins are even lower if they make poor sales or manage to close only a few low value deals. In some cases, they opt for switching their business altogether, where they see better profit margins and better sales.

### 3. Complications of Doing Business

Little knowledge of yacht franchise business models is another problem. Entrepreneurs who might be looking for investing in a franchise might find owning a fast food restaurant franchise easier than purchasing one that sells, leases, or rents yachts. They are not well versed with how the business works and how to find potential customers, and especially if they have not been exposed to and navigated the industry in some capacity, they are very likely to find it complicated and potentially daunting.

## Solutions

Fortunately, one can find a solution to every problem. With this same in mind, we aim to provide solutions to the issues mentioned above:

### 1. Low Costs

We offer franchises at a very low starting cost. The franchise license is as low as \$49,950. If you are a 60 – 160 foot yacht owner or have the means to acquire one, you can join us. We will arrange for your vessel to be surveyed and made ready to function. You will then need to plug in to our network and begin working from the comfort of your home. After this, it's all about meeting clients on your yacht and closing lucrative deals in the best possible way. In short, you can enjoy the luxury of owning a yacht as well as earn a handsome amount on the side.

### 2. High Profit Margins

We have easy ways to make profits. We have yachts ranging from a hundred thousand dollars to those with prices in the millions. Franchisees can make good money if they make a big sale. The yacht brokerage commission is typically 10 percent. A 10 percent commission on one of the yachts valued at a million plus, can produce a sizable income for the franchisee. As far as the question of profits in this industry is concerned, the sky is the limit. Now, on fractional yacht sales, the commission is much higher, usually 30 – 50 percent. So, on a 100,000 dollar sale, your commission could be as high as 50,000 dollars.

### 3. Training and Facilities

We provide relevant training to our franchisees. Initially, there is an online training course followed by a 3-day training segment at our home office in Florida. We have all needed agreements, infrastructure and marketing processes in place along with strong franchise support. In other words, we will be looking after a lot of the back-work and red tape for you so that you do not have to worry about the technicalities involved.

## Who Are We?

We repeatedly tell our franchisees that ours is a lifestyle business, but we are not like any other lifestyle business. We are, or at least aim to be, pioneers in the yacht industry. Yachts are a luxury enjoyed

primarily by the rich, privileged, and powerful. We intend to make owning a yacht super easy for everyone. We are a fractional yacht and jet ownership business, where the cost of owning these luxuries is lowered immensely, to the extent that prices are within the range of those who are reasonably well off as opposed to just the ultra-rich.

As far as our franchise business is concerned, it is ideal for semi-retired individuals or those looking to create another stream of income. Here, we provide you the opportunity to make good money by selling or renting yachts. You can operate your own yacht services and work from the comfort of your favorite couch at home!

## **About the Company**

### **Origin**

Saveene was established in the year 2006, initially as a real estate company through an Ontario – Canada based organization. The early operations of the company included purchasing undervalued properties in Canada such as office complexes in industrial areas or estate purchased of luxury condominiums “Palace Pier” towers in Etobicoke. Palace pier is an iconic building where celebrities and the Canadian elite live. Gradually, the company expanded to other places that were heavily tourism based, within and across the border such as Cancun, Mexico, beachfront property on the Cancun Riviera, a log cabin lakefront property in the Kawartha area of North Central Ontario, and a stunning villa near Valencia Spain overlooking mountain vistas and the Mediterranean. The company targeted the places best suited to tourists or locations promising luxury and style. The properties were rented by means of various online agencies such as Trip Advisor, FlipKey, Airbnb, and others to name a few.

### **The Company after the 2008 Financial Crisis**

In 2010 the company explored the possibility of entering the public markets and commenced developing a “blank check” company. However, as the markets became turbulent after the 2008 financial crisis, the company abandoned the idea of going public. Subsequently, the shareholders were cashed out as per the terms of their agreements and the company came under 100 percent ownership of Andrea and Miro Zecevic.

### **Expansion of the Company**

Saveene catered to the needs of their clients from the very beginning and identified the various lacunas in the tourism industry. They were quick to sense that the clients wished to visit the places they came to. However, they either did not have enough resources or worried about leaving the property insecure once their vacation period was over. This is how the idea of Fractional Lease ownership was born for Saveene. As time went on, our CEO identified that our customers, who loved being near the water, also wished to know where they could rent a boat. As a good host does, Saveene began to provide guests with the brochures of places where they could either charter or rent boats. Chartering and renting of boats can be very satisfying for most, and sometimes it’s difficult to rent during peak season due to high demand.

### **Presence in the USA**

In 2014, Saveene opened their Florida office with a US based company with the aim of extending luxury yacht club membership to the general public. We operate a fleet of four luxury yachts that are chartered to the public.

### **Towards Optimization**

In the year 2017, Saveene took a big step towards minimizing their costs by purchasing an operating call center 50 percent. The call center operates from Belgrade, Serbia, using high end technology. All the social media and marketing work, including fielding inquiry and calls, are handled through the call center. Once qualified candidates are identified, their files are then transferred to our USA office and the representatives there communicate with them and bring the deal to a close. Our USA sales representatives (as the leads are already vetted) work on commission only.

### **Saveene.com Inc.**

We commenced operations of Saveene.com Inc. With a solid business plan and everything in place, including the required infrastructure, contracts, agreements, contacts, pricings, scripts, and trained staff; both administrative and sales related including back-office support.

The principals operate [www.saveene.com](http://www.saveene.com) in the same office infrastructure and utilize the same staff with the new "Saveene Yachts" business. [www.saveeneyachts.com](http://www.saveeneyachts.com)

### **Revolutionizing the Industry**

Currently, we are on top of the game with innovative ideas and services. To elaborate; we offer new yachts to be ordered and equipped with staff quarters, something that is revolutionizing the industry. Introducing staff quarters to small vessels is a game changer. Earlier, this facility was reserved for large vessels over 90 feet and power vessels, which is one of the reasons why our competitors are all engaged in 90 foot + power yacht sales.

### **Recent Developments**

We focus on the needs of everyone from boomers to millennials, looking for Fractional Lease ownership assets. With Saveene Yachts, we believe we achieved the best mix for our target demographic. Our initial Fractional Lease rate starts at just \$38,900.00. Yachts are turn-key and come staffed with a Captain and/or a steward/first mate.

Our business is structured in a way that allows us to constantly develop and expand in order to be able to offer the best service and product available within the market. In order to maintain quality and ensure ideal customer experience, we explored ways to achieve our goals. Becoming a yacht lessor seemed feasible. As a yacht lessor (Saveene Corporation) we would be adding value to our organization in multiple ways.

### **Who is the Franchise for?**

This business model is open to anyone who has an entrepreneurial spirit and the right investment mindset. People who are looking to supplement or make more than their current annual income are more than welcome to connect with us. Those who know the art of making and improving sales and those who have stellar management skills will find entering this market to be a profitable option. Also,

people who have been saving their hard earned money and are now looking to make an efficient investment have a good chance of getting profits they desire in this business.

We do not care about particulars such as gender, age, prior business ventures, professional experience, or level of education. It doesn't matter if you're pushing 50 and looking to retire, it doesn't matter if you're a college dropout and have no prior experience in running a franchise and it doesn't matter if you're a working professional looking to make a lifestyle switch. All we want from you is that you be genuinely interested in this business and that you possess the resources required. If you possess both, you're more than welcome to avail our offer.

We offer unique unit participation in our franchise system. We hold our franchisees in high regard. You are not just a franchise owner for us, but our business partner. We are a profit-making community, helping one another in the business and enjoying cordial ties with all those with whom we do business. We give a warm welcome to newcomers and aid them in whatever way possible when it comes to getting started. Our mission is to help you generate more money easily so that you may afford the lifestyle you have dreamed of.

## **Requirements of Franchise Ownership**

In order to operate your own yacht, you should either be a current 60-160 foot yacht owner or have the financial means to acquire a yacht. We have contacts in the industry and offer assistance in surveying your vessel and prepping it for use within an operating business. We operate a call center that fields all of our calls for both franchise sales and yacht bookings.

Let us now break down the cost. If we talk about specifics in black and white, the franchise license will cost you a meager \$49,950. Selection of marina costs around \$12,500 with physical inspection and \$12,500 for the yacht survey and operations. It is our duty to make sure the yacht is up to the Saveene standards therefore the physical inspections are regular and essential. Once they are done, you are good to go about operating your own yacht.

## **Key Differentiators**

### **Affordable rates**

We are making yacht operating franchise super affordable for everybody who intends to earn huge profits. Gone are the days when affording a yacht franchise would require losing all your life savings or selling your property and valuables. We aim to help you earn a decent amount in profit while working part time. If you still think this isn't financially viable, compare it with the profits you will earn and calculate the difference. The margin is massive.

### **Hassle free**

We make the experience of running a franchise comfortable for you. As a Saveene franchisee, you can plug into our network and operate your business from home as a home-based business. You meet your prospects on your yacht and seal the deal. This allows you the space, luxury, finance, and freedom to really make the most of life without getting caught in the grind.

### **Low inventory**

We offer easy payment plans. Unlike many other companies, we do not have any monthly payments. The business requires no inventory and has extremely low overheads. A laptop, landline or cell phone are all the tools a franchisee will require. All the forms, training, and infrastructure will be included in the franchise fee.

## Operating Principles

Before delving further into the franchise business, it is pertinent to look at some of the facilities we offer and the principles our service adheres to. It is important for potential franchisees to get acquainted with our values and the nature of our services before entering a long term partnership with us. Hence, to help you understand how our business operates, we will attempt to highlight some of the most significant features of our yacht service. Have a look!

### Luxury service

If we were to define ourselves in one small sentence, it would be; 'we are a lifestyle business'. We fulfill our promise of providing luxury services to our clients. Our yachts have extraordinary facilities for our customers. Some of the best features of our yachts are discussed below:

#### a. Elegant structure

Clearly, a luxury yacht is not like any other boat. Apart from being huge, it has a well finished and stylish exterior as well as an equally magnificent interior. People can enjoy living a luxurious life on the water and take advantage of the freedom and mobility such a life offers. We make sure everything small and big is top notch so that our clients can make memories on our yachts.

#### b. Greater Accommodation

Our yachts have spacious cabins where the customers along with their families, friends, or business associates can have a great time without you having to worry about space. They can accommodate as many as twelve people if not more. Apart from parties, excursions, and family get together events, people even choose to hold important meetings on our yachts, under the sun on the open sea.

#### c. Fine Dining Rooms

Our yachts have proper dining rooms for customers to enjoy dinner along with family and friends. Some of them have outdoor dining room facilities as well, where meals can be served and enjoyed in the open. We have impeccable dining areas where a simple activity like eating food becomes exciting.



#### d. Sun Pad

Sun pads allow our customers to enjoy the sunny morning to its fullest. Most luxury yachts have this facility, which is one of the most favorite spots among customers and their guests. What can be better than sunbathing on waters while having all the luxuries of the world at your disposal?

#### e. Other Especial Facilities for Saveene Fractional Yacht Ownership

Where all our luxury yachts serve to enhance your experience on the water, there are numerous facilities, especially available for Saveene Fractional Yacht Ownership. These include pools, gyms, hot tubs, saunas, billiard tables, and much more. In short, these massive beauties offer you all the luxuries you could expect on land, out in the ocean.



#### f. Efficient crew

We take immense pride in stating that our staff, from top to bottom, is comprised of efficient members who know the art of doing their job with utmost professionalism. In this regard, our customers will never face any trouble, for our staff will manage everything impeccably. Our highly experienced and qualified team will ensure everything is executed just as planned. It makes our day when our customers part with large smiles on their faces.

### **Affordable Methods**

Anybody who has taken a yacht service before would know how expensive it is. For some people, it remains a dream all their lives. Here is when we come to their aid. We have the option of fractional yacht ownership for people who want to enjoy the prestige of owning their own yacht. This option makes owning a yacht really affordable. Saveene offers extraordinary yachts within the financial reach of ordinary consumers. Fractional Yacht Ownership starts as low as \$19,995. Yes! It starts at this low. Fractional Yacht Ownership is part of a new generation of style and service which costs 3 times less than a yacht charter and 5 times less than whole yacht ownership.

What's more is that our customers can have fun without having to worry about maintenance hassles or cleaning chores and other upkeep. We make sure our customers experiences are stress and hassle free, therefore, everything, we promise will be taken care of. All they are expected to do is enjoy themselves to their fullest. Our customers can sit back and let the crew take care of all chores and services.

### **The best end-user experience possible**

Our customers have been really happy with the service and the arrangements on the yacht. It feels great to hear good feedback from them. Many of our customers actually choose us again and again. That is a big sign of our success in ensuring the best customer experience.

## **Business Model for Franchises**

We make the product available to our franchisees on a wholesale to retail platform. As a Saveene franchise yacht broker, you will help owners and buyers sell and purchase boats and yachts. The yacht broker business functions in a similar way to a real estate broker agency.

There is a second part of franchise offering referred to as a fractional yacht agent. Here, a franchisee earns residual income years after the sale is made. This company has access to certain luxury yachts in South Florida with a new vacation hotspot. Franchisees can sell into that market opening up all the time. As a fractional franchise agent, a franchisee markets and sells yachts on a pay per use basis. In other words, someone can buy one-week ownership of a multimillion dollar yacht starting as little as USD 29,000. The franchisee can advertise these fractional yacht ownership opportunities in their local market. The franchisees earn commission on every yacht or boat sold.

We already have a very strong set up which will help you, as a franchise owner, to earn money. You can start by targeting the local market. We will ensure that the quality of the service is top notch before finalizing the contract. With the help of our specialized services, it will be easier for you to target customers. You will have to seal the deals with your clients from your home or wherever you please. With that, you can earn as much money as you want by making as many deals as you like.

## **Competition**

We have been transforming the face of the yacht industry for years. We take immense pride in staying ahead of our competitors. Here is a brief list of our achievements that gives us an edge over our competitors. These are the same pointers that will particularly give you reasons why you should become a part of us.

### **Small Equipped Yachts**

We are pioneers when it comes to small staffed vessels. Where staffing was always thought to be reserved for larger vessels, we extended this luxury to the smaller ones as well. That is how our vacationers can have the best time in a smaller yacht as well.

### **Affordable and Accessible**

As mentioned already, we make yachts affordable. We started the fractional ownership program, the details of which are given in the next head. With this program, we have won the title of the Uber of Yachts in the industry.

### **Saveene Fractional Yacht Lease**

With this program in place, the customer only pays us for what and when they use a yacht with no further obligations. This is the Saveene Fractional Yacht Experience. The system gives you the opportunity to design your own boating calendar; to make instant reservations for current openings or to plan an outing a year in advance. You can go boating on the weekends, during the week, overnight, for the day, or just for a few hours, pretty much whenever you like!



## **Earn and Enjoy, Franchisees**

We have a very profitable and friendly franchise program for entrepreneurial spirits and investors. In line with this program, if you are a yacht owner or can afford one, you can become our partner. Our partnership starts when you have signed up for it and allow our team view the condition of your yacht. After their approval, you can start renting your vessel on some days and use it for yourself and family on other days. Our call center services will aid you in the process. This way, you can own a fast money making asset and live the life of your dreams.

## **Where do We Go?**

In case you are wondering about our reach, rest assured that we help an enormous list of clients who go visit a variety of beautiful places on trips. To get an idea of some of the most visited locations, check out the list below:

- Key Largo
- Miami
- Fort Lauderdale
- Palm Beach
- Vero Beach
- Melbourne
- Cocoa Beach
- New Smyrna Beach
- Daytona Beach
- St. Augustine
- Jacksonville
- Amelia Island

The list would be helpful to you if are willing to use the franchise option with us. Keep in mind, the list does not end here. Wherever you live, you can provide yacht opportunities under our name and target the local market effectively.

## **Application Procedure**

Saveene offers a new and refreshing franchise buying experience. There is an online sign up form for potential franchisees to fill in. Once you complete it, you will be transferred to the company BACnet or a secure section of their website. Everything we have to say about the business is put in writing and displayed via BACnet.

Rest assured, all your information is protected and we will never disclose your personal details. Further, all the relevant details are available and accessible to avoid any confusion beforehand. BACnet can take

a lot of information about the opportunity, such as a 20 page business plan, the franchise synopsis, the federal franchise disclosure documents, videos, and other content.

## **Concluding Statement**

Once again, if you're someone who is looking to retire, try out a different lifestyle, someone who wants to earn revenue while enjoying the perks and luxuries of fine living, or a serious investor looking to expand your profile, connect with us, and let us embark on a mutually beneficial endeavor!

Act Now! Inquire and see how we can work together\*

Meet us at the hailing port or our West Palm Beach office

- Hailing Port Harborage Yacht Club & Marina  
955 NW Flagler Ave, Stuart, FL 34994

West Palm Beach office (Shared with our financial Backer Emry Capital)

500 S Australian Ave,  
West Palm Beach, FL 33401

Onward

- Toll Free (855) 609-2248
- (561) 570-4301
- 888-978-4804

\*Franchise Not available in every State in USA . When we speak and clarify your location and State we will provide you with the USA franchise disclosure documents for your State.