

Marine Service Management Course

West Palm Beach, FL

September 14-17, 2007



Course Objectives:

The Marine Service Management School is offered jointly by the American Boat Builders and Repairers Association (ABBRA) and the Association of Marina Industries. This course is designed to meet the needs of Boatyards and Marine Service Centers by providing management training for individuals presently working in, or working toward leadership roles.

The School was first held in January of 2002, and is based on the Intermediate and Advanced Marina Management (AMM) Courses which have been offered by the International Marina Institute (IMI) since 1985. A Certified Marine Service Manager program has been offered by ABBRA since 2004.

Length of Course:

A reception opens the session Friday at 6:00 pm on September 14th. This gives students an opportunity to get to know each other and the facility. Class sessions begin Saturday at 8am, and will continue until late afternoon Monday, September 17 2007.

Instructors:

The Association of Marina Industries and the American Boat Builders and Repairers Association have gathered a highly qualified faculty of marine service and marina industry professionals, including Tim Timpson, CMM, Executive Director, International Marina Institute, Jim Bronstien, Vice-President, Broward Marine, Bill Yeargin, President and CEO, Correct-Craft, and Dennis Nixon, Associate Dean, University of Rhode Island College of Life Sciences. They will be joined by other business specialists in the industry.

Who Should Attend, and Why?

The most important benefit from attending these courses is the exposure to new ways of dealing with the issues and challenges which are common throughout the industry.

Learning about policies and practices that have been successful in other leading facilities leads to new solutions to management problems. Above all the intensive, participatory nature of these residency courses will establish a long lasting network of contacts in the industry, a major benefit for years to come.

Graduates of these courses return to their facilities with a fresh approach to management.

Venue Information:

The course will be held at the DoubleTree in West Palm Beach, FL. Arrangements for rooms from September 14-16th will be made by AMI. Any students requiring additional nights will have to contact hotel reservations at (561) 622-2260.

Well Worth the Cost:

Tuition: The fee for members of AMI or ABBRA is \$2,395. The fee for non-members is \$2,875. Course fee includes 3 days of lodging, breakfast and lunch each day, one dinner, training, all course texts and handouts, technical consulting with faculty at the course. The initial deposit of \$300 will hold your seat, with balance due August 1, 2007.

APPLICATION, REGISTRATION & PAYMENT DETAILS

To reserve a seat in this school: Fill out the Application Form in this brochure, and forward to AMI with a check for \$300. Should your application not be accepted, both the check and reasons for denial will be returned within two weeks.

No application is complete until you have submitted ALL the required information, as follows:

- The completed Application Form
- Your resumé and facility description
- A deposit in accordance with the payment schedule listed below, which will bring your payment total to the amount required by each due date.

Payment of Fees:Payment of Fees:

- **Until August 1, 2007**, a deposit of \$300 is sufficient deposit to hold your seat in the course, once you have been accepted. This deposit must be paid with your Application.
- As of August 1, 2007, payment in full of all fees is due.

Method of Payment:

- All deposits must be made to AMI.
- The payments may be made by credit card. AMI accepts ONLY VISA, American Express or MasterCard.
- Checks should be made payable to Association of Marina Industries, **payable in U.S. Dollars and drawn on a U.S. Bank.**

Cancellation and Refund Policies:Cancellation and Refund Policies:

- A refund of fees paid will be made if AMI receives your cancellation in writing no later than August 1, 2007, **LESS a service fee of US\$ 150.** After this date refunds will only be made if your seat in the course has been resold. Your registration is fully transferable to some one else in your company **ONLY** if they fully meet the admission requirements of the course.

For more Information:Cancellation and Refund Policies:

- Visit the Website: www.marinaassociation.org, or contact
By telephone: +1 401-247-0314; By fax: +1 401-247-0074
By Email: imitraining@marinaassociation.org



Application for Admission

Marine Service Management Course, September 14-17, 2007, West Palm Beach, FL

Please print

Applicant's Name _____ Title _____

Company _____

Address _____

Telephone _____ Fax _____ Email _____

ABBRA/AMI Member: ___ Yes, ___ No, ___ Joining now (Contact Woody Arenas at warena@marinaassociation.org for dues structure)

Applicant's Background: IMPORTANT - Attach your resumé with experience details

Boating business management experiences: Marina/boatyard ownership _____ years

Marina/boatyard manager _____ years

Other boating business experience _____ years (please describe fully in resumé / C.V).

Other business experiences: (please describe fully in your resumé or Curriculum Vitae, give exact title and responsibilities)

Education and training: (briefly include: any university degree, management/trade association courses, certificates, etc., and give details in your resume.)

Active memberships in professional/civic organisations: (include marine industry associations)

Please state why you want to attend this Course:

Marina/Boatyard Description: Important - Enclose marina organizational chart & marina photographs.

Do you consider your current marine business primarily a... ___ marina, ___ boatyard (or boat repair facility), ___ combination of both, or ___ other (please describe): _____

Total number of full time employees: _____ year round, and _____ in boating season;

Marina/boatyard area: _____ land, Number of boats capacity: _____ wet berths; _____ moorings; _____ dry berths.

Type of boats _____% sail, _____% power. Size range _____ to _____ m.; average = _____ meters.

Services: ___ fuel, ___ slipway/hauling, ___ boat/engine repair, ___ boat rentals, ___ boat building, ___ new boat sales, ___ chandlery/store, ___ brokerage, ___ restaurant, ___ electronics, ___ lodging, ___ others (list below)

Return Application and Payment

- 1. Please be sure to complete the above fully, include your resume, marina organisational chart, and marina photographs or brochure.
2. Please send payment of application deposit, see deposit and payment details on preceding page. See Method of Payment instructions on preceding page. Full payment of all fees is due by August 1, 2007.
3. Payment is being made by: ___ Check ___ Credit Card (see below),

Please charge my credit card (VISA or MasterCard ONLY) in the amount of _____ US Dollars.

Card Number: _____ Expiration Date: _____

Name of card holder: _____ Signature: _____

Address (if different from above): _____

Send to: International Marina Institute Tel: +1 401-247-0314, Fax: +1 401-247-0074

50 Water Street, Warren, RI 02885 Email: imitraining@marinaassociation.org