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### **The Dancer Fleet®**

*Liveaboard Excellence*

**Alor Islands**  
*(Indonesia)*

**Belize**

**Cocos Island**  
*(Costa Rica)*

**Fiji**

**Galapagos Islands**  
*(Ecuador)*

**Komodo National Park**  
*(Indonesia)*

**North Sulawesi and the  
Sangihe Islands**  
*(Indonesia)*

**Maldives**

**Palau**

**Papua New Guinea**

**Raja Ampat**  
*(Indonesia)*

*All yachts are independently  
owned and operated.*



*For every guest traveling on a Dancer Fleet  
yacht, a donation is made to selected ocean  
conservation programs.*

## **Why You Should be Part of the Fleet**

- Comprehensive business plan and extensive Standard Operating Procedures
- Allows Yacht Owner to concentrate on operations and deliver the highest customer service while the fleet handles all sales, reservations, advertising, IT, tradeshow and promotional materials
- Start-up crew training
- Dedicated full time sales department working with over 2000 worldwide travel agents
- A licensed and bonded in-house ARC travel agency with dedicated full time agents who support all yacht reservations made by assisting guests with flights and pre and post cruise hotel stays and activities
- Dedicated IT infrastructure for websites, email newsletters and in-depth data reporting to Owners
- A corporate structure that has 24/7 access to the maritime operations team. If it's broke – we've fixed it before and we also assist you with parts sourcing and delivery
- All travel agent commissions paid by the fleet
- Proprietary reservation system that includes 24/7 sales via the Internet plus operationally allows the yacht owners access to real time occupancy, departure manifests, and sales productivity reports. In addition – all guest paperwork (ie: Cruise Applications and Waiver Agreements) are electronically captured and managed through this system
- Power of combined advertising allows for large ads in dive related magazines in all major and emerging diving countries at reduced rates
- Greater web advertising exposure with largest ad budget in internet advertising in the LiveAboard industry
- Trade show budgets allows for presence at all major trade shows worldwide
- Lower operational overhead. You do not incur the costs of dedicated staff or infrastructure for sales, reservations, advertising, IT, and promotional expenses
- Increased profits - 3% - 5% reservation credit card processing fee is a fleet expense, not yours
- Annual meeting that delivers an extensive overview of the year in review and a one-on-one meeting with each Owner reviewing their specific operational data
- With the quantity of yachts in the fleet, we are always in tune with the worldwide LiveAboard diving business environment and market trends
- Worldwide-established brand that has delivered consistent customer service for over 27 years with very loyal 200,000+ following!

## **Minimum Requirements**

### **Financial**

- A Personal Financial Statement and resume must be submitted for each member of the proposed group.
- Minimum net worth of \$1,000,000; and \$250,000 in cash and liquid assets.

### **Yacht**

- Length between 100 and 160 feet in Aluminum or Steel
- Beam greater than 22 feet
- Guest Capacity between 16 and 22 (18-20 recommended)
- Crew capacity between 6 and 10
- Engine horsepower based on Yacht length

### **Location**

- Adequate dive sites for continued diving during inclement weather and shelter for severe meteorological conditions.
- Ground based facilities for Superior Hotel accommodations and transportation.

### **Operational Requirement**

- The prospective group will have at least one partner with a successful business management background and one partner who can qualify as the Principal Operator.
- If the Principal Operator does not live in the Yacht operational area, a local agent must be appointed and live in the Yacht operational area throughout the term of the agreement.

## **Contact**

To become part of the largest fleet of LiveAboards, call CEO Wayne B. Brown at 706-737-7687 or email [wayne@waynetworks.com](mailto:wayne@waynetworks.com)