

Ancasta Franchise Opportunity



ancasta.com



Is It Time For A New Challenge?

Enjoy the freedom of an Ancasta Franchise.

A unique opportunity for experienced brokers and yacht sales executives to establish their own business in a highly supported environment.

- A yacht sales business that trades under a globally recognised brand.
- A yacht sales business that is part of a select network operated by like minded professionals.
- A yacht sales business which already has the most sophisticated and advanced brokerage sales systems.
- A yacht sales business that offers a wide range of new yacht sales opportunities from the world's leading manufacturers supported by the best in technical post sale support.
- Access to a wide range of new yacht and brokerage opportunities that enable the operator to tailor their offering to their own specific areas of expertise and ambition.
- A yacht sales business that comes with the industry's most sophisticated CRM system which contains over 40,000 active clients within its core database.
- A yacht sales business that comes complete with legal, treasury, and the very best in administration support.
- A yacht sales business that comes complete with the industry's largest and most capable in-house marketing division.
- A yacht sales business that allows the broker to focus on marketing, selling, and providing a professional environment to attend to clients' yachting needs.
- Finally a yacht sales business whose returns are only limited by the operator's own ambition.

The Ancasta Group.

A yacht sales and service organisation.

For 40 years, the Ancasta Group has been successfully operating as one of the leading yacht brokerages in Europe, dealing primarily with quality used sail and motor yachts between 35 - 120 feet in length.

Over the past 20 years, Ancasta has acquired and retained the dealership for some of the largest yacht manufacturers on the planet. The Ancasta brand has strategically expanded over the years, developing specialist areas such as Ancasta Race Boats and Ancasta Multihulls, as well as offering investment programs and a highly efficient yacht services department offering a complete yacht sales solution. With over 20 offices, 100+ staff and with an average over 400 yachts listed for sale, robust systems and supporting departments, Ancasta is the preferred choice for yacht sales and support in Europe.

The Ancasta Group also includes two professional yacht and architectural rigging companies as well as an in-house commissioning and aftersales service delivering unrivalled support to the Ancasta customer.

It is the combination of all these elements including the relationship with key providers and other industry partners providing charter, insurance and more, that make the Ancasta Group a secure and reliable solution for yacht owners and buyers throughout Europe.

Ancasta

Ancasta
GROUP

Ancasta
INTERNATIONAL BOAT SALES

Ancasta
YACHT SERVICES

Ancasta
RACE BOATS

Ancasta
MULTIHULLS

SPENCER
RIGGING

ADVANCED
RIGGING
& HYDRAULICS



BENETEAU



LAGOON



Contest
YACHTS



McCONAGHY



BLUEGAME
A BRAND OF SANLORENZO



PRESTIGE



PROTECTOR
BOATS



SANLORENZO

What Does An Ancasta Franchise Look Like?

There are two different franchise structures offered.

Traditional Ancasta Franchise

The traditional Ancasta franchise is a physical, “bricks and mortar” yacht sales outlet in a strategic location with a specific agreed exclusive territory, offering both new and used yacht sales.

Independent Ancasta Franchise (IAF)

Alternatively, you may opt to run a business with a named location (which does not necessarily have to be where you live) and you work opportunities and the database from home, travelling to wherever you are required to be - running your own operation on an agency / consultancy basis.

Both formats provide a complete yacht sales business that enables operators to focus on looking after their clients and selling new and used yachts in a totally professional environment with the appropriate tools to hand.

For NEW yacht sales, depending on location, your business would be given the opportunity to market and sell some of the industry’s leading yacht brands. Ancasta provides the product, access to stock, access to the part exchange facility, treasury and the very best in aftersales service.

For BROKERAGE, Ancasta’s capability in the market is unparalleled. A combination of the Ancasta brand, the systems that support the process and the scale of the network have made Ancasta Europe’s top performing brokerage operator. Buyers of all nationalities are naturally drawn to Ancasta as a safe and secure way to buy and sell their yachts.

Ancasta





The New Yacht Brands You Could Be Selling. The shipyards we represent:

The Ancasta franchise network provides a secure, industry-leading platform for franchise owners to operate in a rich brokerage and new yacht environment providing options for future growth and expansion and / or exit. Ancasta has spent a generation putting in place systems, reputation, dealerships, IT and a strong network of offices and franchises.

Operating as an independent yacht broker or sales agent under the Ancasta banner, you'll gain unparalleled access to some of the most renowned yacht brands in the industry, including:

Beneteau Sail and Power
Lagoon Catamarans
Sanlorenzo
Bluegame
Prestige
Contest
McConaghy Multihulls
Protector Boats





The Team.

Join our family.

The Ancasta family includes over 100 individuals across the group with specialists in sales, marketing, aftersales, law, IT, engineering, yachtbuilding, shipwrights, accounting and administration. The team is the heart of our business.

Brokers

Ancasta employs over 45 professional new and used yacht sales staff working from 20+ offices across Europe.

Brand Managers

Ancasta represents eight of the largest new yacht brands on the planet. These are managed by individual brand managers supported by the sales teams across the network.

Aftersales

Ancasta provides an extensive aftersales service to new and used yachts buyers delivering support throughout the owner's yachting life cycle.

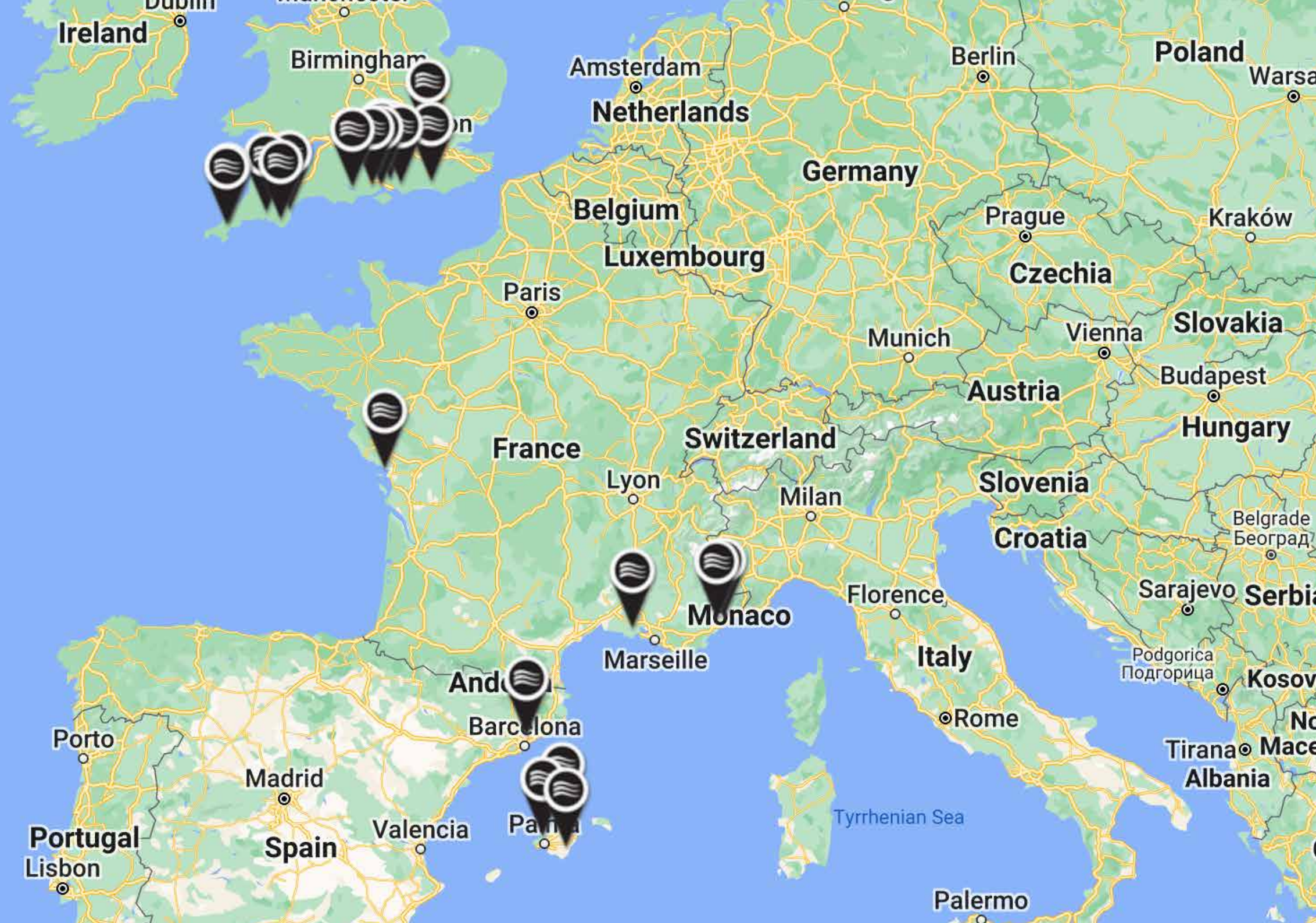
Marketing

The marketing of motor and sailing yachts listed with Ancasta is more targeted and further reaching than any other European brokerage house. Utilising all channels and platforms available, the exposure of a vendor's yacht is extensive, professional and thorough.

Legal

With an in-house lawyer, a client's concerns can be put to rest in the knowledge that all paperwork will be protected and in order.

Ancasta



Location, Location, Location. Is An Ancasta Franchise For You?

Become a member of the Ancasta network.

Ancasta's priority is to build the best possible team of entrepreneurs and the best network of yacht sales outlets possible. Quality of service, quality of product and the quality of the people who make up that network are paramount.

Every IAF and every office has to be an asset to the network. People and location are the priorities. Ancasta has evidence that the returns come to the right people in the right location supported by the Ancasta infrastructure.

Ancasta's modus operandi is to provide the best in yacht sales, however we also insist that everything we do makes complete commercial sense. As a prospective operator we will work with you to develop a deliverable business plan.



In Summary. The opportunity.

- We equip you with a comprehensive range of tools, support and training to enable you to deliver yachts sales of the highest standard.
- Excellent commission rates and competitive payment terms
- Ancasta's esteemed branding and reputation
- Financial backing
- Marketing, finance, legal, admin, and customer service support
- Access to stock boats and part-exchange options
- Presence at major European yacht shows
- Advanced CRM system with over 40,000 qualified prospects
- Industry-leading brokerage and new yacht sales platforms
- New yacht sales from leading yacht manufacturers
- Use of client accounts, international payments, finance, and insurance options
- Professional training and ABYA program access
- Flexible locations
- Early revenue recognition
- The ability to tailor a business that suits your specific expertise

Our approach is professional, long term and commercial. Ancasta is looking for like-minded people seeking to work as independents within our network, or to either establish a new yacht sales business in a strong location or perhaps an existing yacht sales business looking to make a positive change.

If you wish to explore this unique opportunity further, then please get in touch via: opportunity@ancasta.com

Ancasta



Don't Let Your
Yacht Sales Career Drift Along.
Take control of your own destiny.

Ancasta



Call +44 (0)2380 450 000
email opportunity@ancasta.com
visit ancasta.com