

# YACHT CHARTERS

ON AUSTRALIA'S WEST COAST



BUSSELTON – BUNBURY – FREMANTLE – ROTTNEST – ABROLHOS ISLANDS – CORAL COAST – EXMOUTH – BROOME



OCEAN WEST  
*charters*



# Corporate Entertainment and Team Building Information Pack



## Welcome to Oceanwest Charters

We are a locally owned business providing high quality sailing charters in the south west of Western Australia. Based in Bunbury, we are ideally located in a beautiful part of WA with easy access to amazing sailing in Geographe Bay.

Our yacht 'Samsara' is a new Beneteau Oceanis 41.1 with three large double cabins, two bathrooms, large saloon and galley. She is fast, safe and comfortable and has met the commercial survey requirements for open water sailing. 'Samsara' has all the latest electronic equipment and is fitted out to the highest standard.

We have a great deal of investment in our reputation as a quality sailing provider. Onboard, you will find professional, friendly service, and personal attention to detail.

Our corporate entertainment days and teambuilding courses are a great way to reward your clients and develop your team. We look forward to welcoming you onboard soon!

### Corporate Sailing

Whether it's for entertainment or team work, Oceanwest Charters can provide a great program for your guests and team members.

When you have finished the negotiations, and the briefings are all complete, why not re-energise your clients or team members by taking them sailing!! We can provide a totally different activity that will be really appreciated. Your guests can enjoy two or more hours sailing around Bunbury's Koombana Bay onboard Samsara, our luxurious cruising yacht.

Everybody onboard can relax and enjoy views of Bunbury and the port from the sea, or they can try their hand at sailing the yacht. It will be an experience they won't forget! There is plenty of space on board so guests do not feel crowded, which creates a good opportunity for conversations to flow in an easy and relaxed manner.

### Costs

Four hour cruises start at \$995 for a Bunbury based cruise with a maximum of 12 guests, and you would need to allow half an hour pre- and post cruise. If you have more time available, why not book a full day option at \$1495 and enjoy lunch onboard and a swim by the beach.

Alternatively, we can arrange for the day to start at Port Geographe Marina near Busselton. For this location we are able to have a maximum of 6 guests onboard. Please contact us for more information.

### Catering Options

We can offer a full catering service to complement your day onboard.

## Team Building

To keep an ocean going yacht running efficiently you need to be able to read the environment, communicate well, and work as a team that is capable of rapid decisions and flexible thinking.

Oceanwest Charters provides a structured day of teambuilding exercises onboard our yacht Samsara. We can custom design a corporate experience that takes participants through a series of challenges that emphasise the importance of communication, teamwork and cooperation.

Qualified instructors will coordinate the program, which can be combined with onshore classroom briefings. Should you wish we can provide after dinner speakers to complete the day.

The program will help to build leadership in your team, and contribute to an esprit de corps that emerges from groups who have been challenged and have succeeded.

The price for the team building course is \$395 per person for a full day for up to 6 participants (minimum of 4). This includes a gourmet platter lunch, cold drinks, and morning / afternoon tea.

The teamwork model below is an example of how the day will progress.

### Implementing the teamwork model through sailing

#### Clear goals

The overall goal is to sail the yacht correctly to achieve the best performance from the yacht. This can only be done through a whole team effort but requires work from both the individual and the team.

#### Defined Roles

These are easily defined onboard the yacht, each team member can rotate between the various positions, such as skipper, helm, Genoa / Mainsheet winches, Navigator. Whilst on the helm, that team member could also take on the role of Skipper for that period, coordinating the movement of the yacht.

#### Open and clear communication

Clear communication will happen during maneuvering the yacht, such as sail hoisting / reefing / tacking / gybing because the person on the helm will have to take charge of the team to successfully coordinate the task. This will cause the team to listen to the commands and to respond verbally that they are ready to carry out the task.

#### Effective decision making

There will be lots of opportunities for decision making whilst onboard, from when to hoist the sails to when to tack / reef etc. Even planning a short passage will require effective decision making. Being onboard the yacht will allow the team members to experience the different types of decision making techniques from “majority rule” to “expert decision”. For example tacking could be a joint decision based on their experience of sailing the yacht, or it could be guided by “expert” opinion from the Skipper / Instructor.

## Balanced participation

There will be plenty of balanced participation whilst sailing the yacht. It takes the whole team working as one to effectively and efficiently sail from one location to another. There will be times when only one person will be helming but the rest of the team can look at sail trim etc. All the team can participate in the navigational planning stages and just leaving the berth requires full participation from everybody.

This part will also allow the individuals to experience being in command of the yacht. This will help the individual in command to look at how the team is performing as a whole and to see if the other team members are playing an active role, and if they are not, then they can provide the encouragement or direction as required to help get that team member to become an active participant again.

## Valued diversity

Valued diversity will come from the different strengths, experience and individual styles that each of the team has. Bringing team members into a fairly alien environment such as yachting will allow their individuality to come through. Team members will each have their own strengths, ideas and opinions, which will come to the surface after a fairly short time onboard. These different traits will all complement each other and help to form a stronger team, who can call on each other's skills to provide the solution to the challenges of ocean sailing.

## Managed conflict

There will be little chance of conflict arising during a relatively short period, but if it does, in my personal opinion, it can be managed and used to cement the team together in the long run.

## Positive atmosphere

The Skipper / Instructor will be able to project a level of confidence to the team that instills trust. From this point onwards the team will start to develop a trust in each other when handling the yacht and again from personal experience, the team will enjoy the feeling of achievement and enjoy what they are doing.

## Co-operative relationships

This sort of relationship will develop as the team realizes that they have to work together. This regularly happens during sail training; you see the group forming into a team who all help each other to achieve the task. This takes you back to the positive atmosphere which you can feel after a successful sail or a particularly hard passage. The team has formed and they feel the success as one.

## Participative leadership

For this part, the Skipper / Instructor will use a "hands on" leadership style which promotes enthusiastic participation. They get involved as part of the team which hopefully comes across to team members when it is their time to be in command. This will make the team members realize that the team that works together will be more successful than several individuals.



## Skippered Charters – Booking Terms and Conditions

These Booking Conditions apply to any booking that you make with Oceanwest Charters and should therefore be read carefully. They contain some exclusions and limitations of liability.

If any part of these Booking Conditions is found to be invalid or unenforceable, then the remainder of these Booking Conditions will not be affected and will remain valid and enforceable.

### 1. Your contract

Your contract is with Oceanwest Charters, PO Box 691, Bunbury, WA 6231. Your contract exists after paying a booking deposit and it is deemed that you have accepted our quoted price and that all members of your party agree to be bound by our booking terms and conditions. The party leader will be responsible for the full cost of the charter including any cancellation or amendment charges.

### 2. Charter Price

The price for your charter is quoted in Australian Dollars. At the time of booking we require a deposit of 25% of the full charter price. After paying the deposit, the price of the Charter will not normally be subject to change, but we reserve the right to increase / decrease the price due to unforeseen circumstances. The deposit is non refundable. The balance of the price of your charter must be paid a minimum of 4 weeks before your charter date. If the charter is booked with less than 4 weeks' notice, then the full amount must be paid upon booking. We reserve the right to cancel the charter in the event of non payment.

### 3. Changing your booking

If, after our confirmation invoice has been issued, you wish to change your arrangements in any way we will do our utmost to make these changes, but it may not always be possible. Any request for changes to be made must be in writing and signed by the Party Leader. You will be asked to pay any further costs we incur in making this alteration.

### 4. Cancellation Policy

#### 4.1 If you cancel your Charter booking

You may cancel your booking arrangements at any time. The cancellation must be in writing and the effective date of the cancellation will be when we receive the written notification.

Cancellation charges are as follows:

More than 28 days before charter date	Deposit only
28 to 22 days before charter date	40% of total charter cost
21 to 15 days before charter date	60% of total charter cost
14 days or less before charter date	100% of total charter cost

#### 4.2. If we change or cancel your Charter booking

Arrangements for charters can be made many months in advance and it is sometimes possible that we may have to change or cancel your booking. We reserve the right to cancel or make such changes should they become necessary. In event of Oceanwest Charters cancelling a charter, we shall only be liable for a full refund of fees paid. No payment will be paid for incidental costs. Oceanwest Charters shall not accept claims and shall not be liable at any time for claims or expenses or will any compensation be paid nor a replacement charter offered where the change or cancellation is due to unforeseeable and unusual circumstances beyond our control.

#### 5. Complaints

If you have any problems during your charter, please bring the matter to the attention of the Skipper, who will endeavour to resolve the matter immediately. If you feel that the matter was not resolved satisfactorily, please feel free to write to the Director at the address in paragraph 1. In the unlikely event that the matter could not be resolved amicably between us, then it is agreed that the parties will refer the dispute to an Arbitrator to be appointed by mutual agreement of the parties or failing such agreement, as appointed by the President for the time being of the WA Law Society.

#### 6. Charter Termination and Indemnity

The party leader must accept full responsibility for the conduct of themselves and all members of their party. We reserve the right to terminate without notice the charter arrangements of any client in the party who refuses to comply with any instructions or orders of the Skipper or any employee of Oceanwest Charters, whose behaviour in our opinion is likely to cause danger, damage, distress or annoyance to the crew, other clients, any third party, any person or property. We also reserve the right to terminate without notice, the charter arrangements of any client in the party who brings aboard any illegal substances or contraband. Upon such termination our responsibility for your charter ceases and we will not be liable for any costs incurred by the client.

#### 7. Our liability to you

Yacht charter activities contain an element of risk. It should be understood that participation in these activities is your decision and at your risk. Sailing can be a strenuous activity and you declare that you and all party members are fit to participate in the charter. If you are unsure please contact your GP.

Oceanwest Charters (or its Owner, Director or employees) are not liable for any loss or damage whatsoever to any client or other person, or any property of any client or other person arising from the conduct of the charter.

Oceanwest charters will not accept claims that any client or any other person may have for loss or damage against Oceanwest Charters (or its Owner, Director or employees) arising from any act or omission on its or their part in connection with this charter. Oceanwest Charters (or its Owner, Director or employees) shall not accept claims and shall not be liable at any times for claims or expenses caused by circumstances beyond our control.

**Signing the booking form signifies that you (the party leader) and all members of your party have read and accept these terms and conditions.**