

Three Perfect Days – Island hopping in Thailand

We have all missed the excitement and freedom that travel gives us, so to take us back to our pre-pandemic times we're going to take you on three perfect days of Island hopping in Thailand.

Thailand is one of the most popular tourist destinations. This paradise is filled with tranquil beaches, exotic cuisine, spectacular temples with interesting historical stories. There are endless remote islands surrounded by stunning scenery, some of which are only accessible by boat.

There's no better way to travel the globe than from the deck of a private superyacht, with the sea breeze in your hair and a new location every day, chartering a yacht allows you to explore further afield and find the most secluded anchorages and private beaches that are ideal for people searching for the ultimate escape.

Between November and early April is the ideal time to visit Thailand. This is the driest and warmest season of the year, with temperatures ranging from 32 to 36 degrees Celsius. Every day, you'll get up to nine hours of sunshine, which means you'll have plenty of opportunities to sunbathe or take part in a range of water sports.

The islands of Koh Tao, Koh Pan Nang, and Koh Samui are yacht charter paradises. Providing the ideal combination of leisure and action for any vacation. So let us take you through some of the best experiences you can enjoy on each of these beautiful islands:



Koh Tao

Koh Tao

The greatest diving location in Thailand is Koh Tao, which means Turtle Island. This 21 km² island holds white sand beaches and hills from which to take in the scenery on a morning stroll. While diving in Koh Tao you'll get to see vibrant coral reefs and a diverse array of aquatic animals which of course includes turtles. This island should be on every divers bucket list.

Suppose you enjoy pina colada's and consider yourself a foodie. Koh Tao offers a great variety of restaurants and nightlife with a diverse range of cuisines and dining styles to choose from.



Thailand Diving

Koh Pha Ngan

This unspoiled island is Thailand's fifth-largest and is only 12km from Koh Samui or 70km from the mainland.

Here you will experience lush tropical jungles, long white sandy beaches, and an option to enjoy one of the 20 dive sites, comparable to its neighbouring island of Koh Tao.

The island is famous for its Full Moon parties, which transform its beaches into open-air festivals where visitors can dance the night away. Just one street back from the beach, you will find a wonderful strip of restaurants where you can enjoy a calmer evening sampling Thailand's delicious cuisine.

Koh Pha Ngan's must-do activities will allow you to spend your holiday enjoying the island's natural beauty. From beaches and

waterfalls to viewpoints at the top of its many hills, this piece of paradise is extraordinary.

Anchored in one of the island's many secluded bays. Spending the day paddle boarding or enjoying your favourite beverages on board is the ideal way to appreciate this beautiful island.



Koh Pah Nang

Koh Samui

Explore the island by scooter, visit a coconut plantation, or spend an afternoon at an outstanding elephant rehabilitation sanctuary. Koh Samui is one of the largest of the three islands.

Angthong National Marine Park is a must-see while you are in Koh Samui this untouched archipelago of 42 islands features limestone mountains, lush jungle, pristine beaches,

waterfalls and hidden coves meaning you will see some exotic wildlife and sea creatures and enjoy the true 'get away from it all' feeling when in this wonderful part of the world.

If you are more interested in history, there is a wide variety of activities and sights to see throughout Thailand. In Koh Samui they have mummified monks and the famous Big Buddha, which is especially impressive at sunset.

As one of the world's most exotic and exciting locations, Thailand should be high on anyone's bucket list.



Koh Samui

For more travel articles click [here](#)

About West Nautical:

West Nautical sell, charter and manage superyachts from their head office in Newcastle upon Tyne. The business currently employs a team of 21 staff throughout their offices based in the UK, Russia, France and Cyprus.

Their approach and attitude is transparent, refreshing and focused on providing value-added services delivered simply, elegantly and affordably. Visit our website here – <https://westnautical.com>

For yacht charter, sales or management; please contact Managing Director Geoff Moore Geoff.moore@westnautical.com

What do yacht management companies do? – Part 1

A superyacht can be a high maintenance asset with lots of rules to follow and things to maintain. As yachts have become bigger, regulations stricter, yacht management has become essential to the smooth running of a vessel. Today we're starting a two-part series: What do yacht management companies do? – Part 1.

We spoke with one leader in bespoke yacht management [West Nautical](#). They will tell us exactly what it is yacht management companies really do to keep yachts running smoothly.

Yacht Management:

A professional management team will work with yacht owners and captains to provide bespoke services for each yacht. The frequency of communication and input will also depend on the owners' and captains' preferences. Yacht management is not just managing a yacht, they also look after safety, security, accounting, crew, refit, and operations management.

A yacht manager needs to be great at communication. They must be an excellent leader but also needs relevant industry experience and up-to-date knowledge on ISM, ISPS, SOLAS codes, and Port state control to ensure the yacht is abiding by all rules and regulations. The manager will also be well-versed in the vessels' Flag State regulations and laws.



Charter Management:

Charter managers or brokers have the responsibility of marketing the yacht to the charter market. They manage the charter booking process on behalf of the owner to maximise income and offset the operational costs of the yacht.

Managing a yacht for charter is not only about the booking process. They ensure the charter contracts, VAT calculations, and the yacht's commercial and charter licences are up to date and correct for the charter itinerary.

The charter broker at a management company will also be the middleman between the charter guests and the yacht crew. They will ensure they meet every request made to the best of the onboard crews' ability.

Buying a yacht:

A yacht broker or sales manager at a management company will look at your detailed requirements for purchasing a yacht. They will source a shortlist of options to find you the perfect yacht that fits your budget. Once you have found the perfect yacht, a sales manager will help choose the correct financing method, whether it is cash or a loan with a substantial down payment and a 20-year loan term.

Your management company will arrange all surveys required for an insurance company to cover the yacht. Some insurance companies will not insure a yacht without a surveyor's confirmation that the yacht is in sound condition. A survey will also highlight any major or minor maintenance issues that will allow you to negotiate the price of the yacht.

Having an experienced sales manager that you trust is key. They will have the technical knowledge and in-depth appreciation of the market, helping you to secure the best deal possible.



One20ne – MEGAYacht

Financial Management:

Yacht management companies will have a person or team that

specialises in yacht accounting. They will provide a complete financial administration package that is tailored to a vessel's needs.

The team will provide the owner or captain with regular accounting reports and maintain routine communication with all relevant parties when planning or changing the yacht's budget.

Having a company managing the yacht's finances will help ensure the yacht's expenditure is tracked, and that consistency and predictability in the yacht's financial operations are managed.

Crew Management:

Management companies have a crew recruitment and management division that are experts in placing the right crew on the right yachts. This process will begin by searching for suitable candidates, verifying their qualifications, experience, and references for each applicant. They will then present a shortlist of qualified candidates to the captain and/or owner. The designated agent at the management company will then organise interviews. Once a yacht has chosen a successful applicant, the agent will then organise joining arrangements upon job acceptance.

Once a crew member is placed, the agent will receive, process, verify and keep on file all crews' certifications and next of kin details. They will issue seafarer employment agreements as well as facilitate all monthly payroll for the crew on board.

A management company will conduct routine crew administration, support, and repatriation and assist and oversee any crew medical insurance claims. An agent at the management company will advise owners and captains on all up-to-date MLC requirements, complaints, or grievances.



YP Crew

Geoff Moore, MD of Superyacht management company [West Nautical](#) says;

“Having an experienced management team is vital in ensuring a vessel is run and maintained to the best possible standard. Rules and regulations in the maritime industry are constantly changing, it is therefore in every owner and captain’s best interest to find a yacht manager they trust to keep them up to date in order to maximise the use of their yacht in the areas they wish to cruise or charter.”

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West Nautical sells, charters, and manages superyachts from their head office in Newcastle upon Tyne. The business currently employs a team of 21 staff throughout their offices based in the UK, Russia, France, and Cyprus.

Since its inception over 25 years ago, West Nautical has become recognised as one of the most respected, trusted, knowledgeable, and accountable professional services firms in yachting—because of its relentless determination to act in our clients' best interests. Their approach and attitude are transparent, refreshing, and focused on providing value-added services delivered simply, elegantly, and affordably. Visit their website here – <https://westnautical.com>.

For yacht charter, sales or management; please get in touch with Managing Director Geoff Moore at Geoff.moore@westnautical.com

To read what do yacht management companies do? – Part 2, [Click here](#)

How to be a successful Superyacht Sales Manager

What does it take to broker a Superyacht?

We caught up with [West Nautical](#) Sales Manager [Pierre Badin](#) to discuss what it takes to become a successful yacht broker. Here's what he had to say.

“I believe all Sales Managers should be very grateful to be evolving on a daily basis in such an exclusive and rewarding market. One of the main keys to success, no matter which field you work in, is to enjoy yourself and be passionate about what you do.”

You call yourself Sales Manager rather than broker. Can you explain this to us?

[West Nautical](#) have modelled themselves as a next generation professional services business for the superyacht sector. This refreshing alternative to traditional brokerage firms, opts to employ client and sales managers instead of traditional charter and sales brokers.

What are the 3 main qualities needed to become a successful Yacht sales manager?

- **Dedication:** You must be prepared to give yourself 100% to your clients. Be available at all times to attend viewings, even at the last minute. Being a Yacht sales manager is the ultimate form of customised service.
- **Integrity:** The quality that makes a Yacht sales manager last in this industry. There are many times in yacht sales where the broker's personal interest (his commission perspective) takes a different direction from their client's.
- **Ethics and honesty:** Remember what we are here for in the first place and whose interest should always be our priority.

Are there any qualifications needed to become a Yacht sales manager and if so, what are they?

There are no schools, special courses or diplomas to qualify a yacht sales manager. Ultimately the client is the only person who can judge you on your abilities.

However, you should have a good, eclectic knowledge of all aspects of a yacht. Therefore a background as a captain or marine engineer would definitely help.

What work experience is best suited to become a yacht sales manager?

You will find successful yacht sales manager come from different backgrounds. Marketing and sales in other fields, services to UHNWI such as concierge or with a background in luxury real estate.

Many paths lead to the industry and it is often by accident and good fortune that one becomes a yacht sales manager.

It must be a tough industry to be in, very cutthroat at times. What percentage of success would you say comes from experience and what percentage comes from connections?

Connections and networks are key. Plus there is always an introducer between a broker and their client (buyer or seller).

The experience is what makes you different and valuable. What gives you the ability to move on from just an introduction to a fruitful relationship with a confident client.

What is the most challenging part of being a yacht Yacht sales manager and why?

It's easy to always tell the clients what they want to hear,

and it is challenging to be truthful to them.

You need to use a lot of diplomacy to give them a realistic estimate of the true value of their yacht (sellers) or to tell them not to buy the yacht they have fallen in love with, when you know it is not a good boat (buyers).

I have experienced challenges when my opinion as a knowledgeable yacht sales manager differs from my clients'. I have always told them the truth and not what they would like to hear... Ultimately, I think I gained their respect for this and eventually they were thankful for the honest comments.

Where do you think the sales market of Superyachts is heading in the next 5 – 10 years?

I believe we are in an ever-changing world with many possible paths that could be taken. Right now, the market has evolved from a buyer's market to a seller's market as so many yachts have been sold. Many new owners have taken the step towards selling or buying, so the proportion between the offer and demand has really changed.

I see it as a good thing for Sales Managers, as now I can really focus on selling the yachts I have been asked to sell and get the best price possible for my clients, rather than spending most of my time and energy looking for buyers.

What advice would you give to a young Yacht Broker starting out in the industry?

Always keep in mind how lucky you are to work in the yachting industry. Enjoy what you are doing as much as you can. You will do a better job if you love what you do.

Never give up, even when it seems the battle is lost. Try to learn from your clients since they are some of the most successful people in the world.

To read more of our news please click [here](#).

Or, if you have your own “life after yachting” story to tell please get in touch via hello@superyachtcontent.com

Life After Yachting: Sarah MacKenzie

Our Life after yachting Series continues with [Sarah MacKenzie](#) of [West Nautical](#).

Name: Sarah Mackenzie

Role on yachts: Stewardess / Chief Stewardess

Time on yachts: 8 years

Current role: Public Relations Manager at [West Nautical](#)



How and when did you start in the yachting industry?

I started six months after finishing high school at the end of 2006. A good friend of mine was going over to France to do a gap year on yachts, and I decided to join her. I ended up doing a three-year stint and returned for a further five years in 2015 after I had finished university.

How long did you work on Superyachts for?

In total I worked on yachts for 8 years.

What was your last position?

I was Chief Stewardess on a very busy 45m charter yacht based in the Med.

What was the main reason you left the industry?

I met my partner on the 2nd last yacht I worked on; It was just time to settle down and get settled into a land-based life in the UK, buy a house and learn how to garden!

When you left the industry, did you have a job to go to? Did you have a plan?

I did not have a job to go to or a definite plan, but I knew about West Nautical and had previously worked with [Geoff Moore](#), the MD, on a yacht in 2008 / 2009 in the Caribbean. I got back in touch with Geoff and went into the office in

Newcastle for a catch up. The company was looking for an additional person to join their marketing team and because I have yachting experience and a degree in Public Relations management, it worked out well for the company and myself.

Can you tell us about your job and the company that you work for now?

My title is Public Relations Manager. My main focus is to establish connections with media and journalists in order to publish news stories about the company, the yachts we manage, sell and charter as well as stories such as owners' profiles or destination articles. I also manage the crew social media accounts along with our recruitment team and will work with our MD on events when Covid allows them to resume.

West Nautical is a yacht management, charter and sales brokerage company with offices in the UK, Antibes, Palma, Cyprus and Russia. I am based in the Newcastle upon Tyne office in the North East of England.

What did you find was your biggest challenge when transitioning from a life at sea to a land-based life?

I found that adjusting to not always being around people quite difficult as I also attended boarding school for high school so was very used to always having a lot of people around.

What do you miss most about working on yachts?

The people and friends I made from all over the world. I also

miss the excitement of discovering a new destination with crew.

Looking back at your experience of working on yachts, would you do anything differently?

I would definitely start saving at an earlier age and probably not be as wasteful during time off, spending too much on fancy dinners and unnecessary shopping trips.

Thank you so much for sharing your life after yachting story with us Sarah. We know there are a lot of crew out there who are unsure of what to do next. It's stories like yours that inspire a lot of crew.

My pleasure.

Sarah now works for West Nautical. Based in Newcastle, UK they offer full services including management, charter, sales, Crew Services and training.

Find out more [here](#).

Looking for inspiration? Check out some of our other Life after yachting stories [here](#).

West Nautical Bespoke training

West Nautical hosts bespoke bridge and engine room Command and Control crew training course at South Shields Marine School

[West Nautical](#), in partnership with Kate Gillespie and the [South Shields Marine School](#), hosted a Covid-19 safe bespoke “Command and Control” course to a team of 9 delegates from the same new build Motor Yacht. The delegates consisted of a 3-person engineering team and a 6-person bridge team made up of 2 captains, 2 chief officers, and 2 OOW’s.

Utilising [South Shields Marine School](#)’s 360-degree bridge simulator and two-story full mission engine simulator. The emergency scenarios were based on a virtual vessel with representative equipment to replicate that which will be found on board the delegates vessel. The bridge and engine simulators can operate independently or be connected in order to run emergency scenario training as it would be on board a vessel. The [West Nautical](#) team utilised both options during the course.

West Nautical Bespoke Training

This was a fully customised course commissioned to [West Nautical](#) by Captain Stuart Frize. He had attended the Command

and Control course previously, for the officers of his vessel which is due to be delivered in the Spring.

Captain Frize said – “The West Nautical Command and Control course is unique amongst simulator courses that I have attended. In 3-days we are able to break down, build, and fine-tune our emergency procedures and abilities. The post drill debriefs involving video, voice, and data analysis are crucial for Officers and Engineers to gain a new perspective on their strengths and flaws. The immediate lessons learned and improvement to their confidence and abilities are remarkable. I highly recommend this course to other new build and Operational Captains.”



Training can go ahead despite Covid

This course goes to show that even during the global crisis of the coronavirus pandemic, some employers and shipping companies continue to invest in training their seafarers. [West Nautical](#) and the [South Shields Marine School](#) were delighted to deliver this bespoke course following the strict protocols to

ensure all personnel involved were safe.

Over the 3-days, the delegates were put through a wide range of scenarios. The aim was to improve emergency responses, communication, and resource management, as well as implement their new ISM systems which are still in their development stages. These scenarios were designed by [West Nautical](#) in order to provide invaluable training in a realistic environment. Scenarios included collision, fire, flooding, abandon ship, medical emergencies, piracy, equipment, and engine failure. All whilst “navigating” in very busy shipping lanes such as the English Channel, Singapore, and Kattegat Straits.

The delegates varied in experience. Some of them had not been at sea for over 18-months as they had been in the shipyard overseeing the new build. Not having worked together previously, the course gave the officers the opportunity to build relationships in the most stressful of environments.

A success?

After each exercise was completed, the delegates gather in a classroom for a detailed debrief. This included video playbacks of the scenario and step-by-step analysis of actions taken which either improved or heightened the scenario. [Geoff Moore](#), West Nautical managing director said:

“After running similar courses to this over the past 6 years, we realise that the real learning is done in the debrief, not during the exercises. We have seen time and again the huge improvements in human response and behavior from delegates after we openly discuss what went wrong, what went well, and what they learned whilst alongside their peers”.





For further information about the [West Nautical](#) bespoke training Command and Control course or to sign up for the next course contact training@westnautical.com

For the latest Yacht crew career and training advice, [click here.](#)