



**THE ULTIMATE
GUIDE FOR
FIRST-TIME
CHARTERERS**



THE CHARTER EXPERTS OF
NORTHROP & JOHNSON



THE ULTIMATE GUIDE FOR FIRST-TIME CHARTERERS



As more and more travelers seek out luxury vacation options that ensure exclusivity, security and peace of mind, many are opting for a luxury yacht charter. With its ultra-hygienic and self-sustaining environment, a luxury yacht charter is a safe sanctuary and affords guests a worry-free vacation. As such, Northrop & Johnson has seen an influx of inquiries from first-time charterers looking for new and cautious ways to travel.

Our charter brokers have a wealth of expertise and wide variety of skills to assist first-time charterers every step of the way. Knowing that first-timers will have many questions, Northrop & Johnson's charter brokers have compiled a guide to help you gain a better understanding of the yacht charter process. Please peruse our guide, which covers some of the most important things you need to know about yacht charter, as you prepare for a conversation with your charter broker.

Wishing you a very memorable trip and smooth sailing!

Cheers,

DANIEL ZIRIAKUS

President & COO, Northrop & Johnson



YACHT CHARTER 101



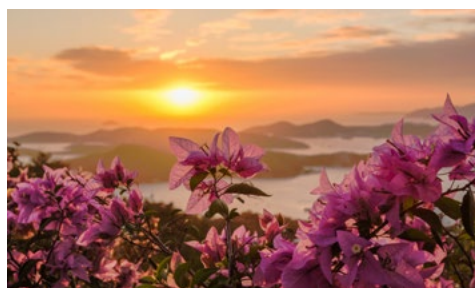
What is yacht charter?

Whether you are looking for a family vacation in the Caribbean, an island-hopping adventure, or a safe and secure environment to celebrate with friends, a superyacht charter means doing things your way – your own timetable, bespoke itinerary, and favorite past-times in absolute luxury. The height of escapism, on board a superyacht charter you will experience a level of service and comfort that is unsurpassed, in settings beyond the reach of most.

What time of year should I charter?

There are two main seasons in yachting – summer and winter. The summer season runs from May through October, with the peak summer season (and peak rates) in July and August. The winter season runs from November to April, with peak season running primarily over the holidays and into New Year.

► **PRO TIP: SHOULDER SEASON CHARTERS ARE OFTEN A GOOD OPTION FOR THOSE LOOKING TO AVOID THE CROWDS IN THE MORE POPULAR CRUISING GROUNDS, AND YOU MAY HAVE MORE CHOICES IN TERMS OF YACHT.**





Where are the most popular places to charter?

The most popular yachting destinations vary by season. During the summer, in the northern hemisphere, the most popular destination is the Mediterranean; locations such as the French Riviera, Balearic Islands, Corsica and Sardinia, Greek Isles and Croatia are favorites. During the winter months, The Bahamas and Caribbean are the top charter spots.

What type of charter experience do I want?

What type of yacht charter experience are you looking for? If you are looking primarily to relax and unwind, then a yacht with a spa and an onboard masseuse would be ideal. Alternatively, if your group is a family needing plenty of activities, then a yacht with plenty of water toys, onboard games and perhaps a dedicated movie room would be great for you. Your charter broker will assist you in identifying the yacht that has onboard all of the amenities that are important to you.

How big are the yachts and how many people can we bring?

Yachts can range in size from 80 feet to 300-plus feet and larger. Charter yachts can carry up to 12 guests maximum.

What type of yacht should I charter?

Think about the type of yacht that would best suit the size and character of your charter party. For example, a modern motor yacht is ideal for a family charter having plenty of space, while a sailing yacht would be a fantastic choice for a real yachting enthusiast. Browse through our [portfolio of yachts](#) for a better understanding of the most suitable vessel for you and your charter party, or talk to a charter broker for an informal chat.

How long should I charter for and how much will it cost?

Most charter durations range between seven and 14 days, with rates quoted by the week. During the peak seasons of July and August and Christmas and New Year, rates are usually higher, while most yachts also have low season rates in effect for the balance of the year. Prices differ from yacht to yacht and reflect a variety of factors such as size, year built and amenities onboard.





Are there additional expenses beyond the charter rate?

Depending on the type of contract used (MYBA and AYCA being the most common), the charter rate generally only covers the hire of the yacht and the crew and the Owner's insurance. Everything else is extra, including provisions and fuel. An Advance Provisioning Allowance (APA) is collected upfront to cover expenses and forwarded to the Captain who is strictly accountable for expenditures. The Captain will present a detailed summary of expenditures at the end of your charter and any unspent APA funds are refunded to you. Depending on the destination, other expenses might include taxes, VAT and delivery/re-delivery fees. Ask your charter broker to confirm the expenses that will be associated with your charter.

► PRO TIP: ADVANCED PROVISIONING ALLOWANCE (APA) EXPENSES GENERALLY RUN 25-30% OF THE CHARTER FEE.

How do I get to my yacht charter?

For those looking to avoid commercial transit and crowds, private aviation is an ideal option for getting to your charter destination. Northrop & Johnson's partner NetJets is the global leader in private aviation for more than 55 years and can get you to your yacht in a safe, hygienic and comfortable way.

► PRO TIP: FROM STRESS-FREE CHECK-IN TO UNRIVALED SERVICE UP IN THE AIR AND THE FLEXIBILITY TO TRAVEL ON YOUR OWN TERMS, THERE ARE MANY ADVANTAGES TO FLYING WITH NETJETS FOR TRAVEL TO YOUR YACHT CHARTER.

How far in advance should I contact a charter broker?

Brokers recommend at least three to six months, and six to 10 months if booking for Christmas/New Year or peak Mediterranean season (July/August). As availability can change quickly, it's important to contact your broker early on to ensure a broad selection of suitable yachts from which to choose. Popular charter yachts book as much as a year in advance.

Are there any specific advantages to chartering with Northrop & Johnson?

Northrop & Johnson's charter brokers are the most professional and knowledgeable in the industry. They utilize industry-leading tools, assets and resources that allow them to assist clients with creating the holiday of a lifetime. Furthermore, they have access to Northrop & Johnson's range of luxury partners, including NetJets, allowing them to enhance charters for guests — a benefit not available with other firms.



**QUESTIONS YOU MIGHT NOT
KNOW TO ASK**



Do all yachts come with a crew?

All charter yachts that Northrop & Johnson handles are crewed. Bare-boat charters, as charters without crew are called, are available, however, they are only available on smaller yachts and Northrop & Johnson charter brokers do not handle these types of charters.

Who purchases the food and beverages on the yacht?

The yacht's chef and stewardess team will purchase all provisions for the yacht. They use the charter preference sheet (guests' likes and dislikes) provided by the charter guests prior to the trip to advise on what to buy, and also will purchase any additional items needed for meals. The food is purchased with funds from the Advanced Provisioning Allowance (APA), an advance payment that will cover things like food, beverages, fuel, dockage, etc.

I've heard you can't wear shoes on the yacht. Is this true?

This is true for most yachts. Some yachts do allow boat shoes onboard, provided they are brand-new and not worn ashore during the charter.





I like to enjoy a cigar after dinner. Will we be allowed to smoke?

There are very few yachts that allow smoking indoors, but some may allow smoking in designated outside areas. If this is an important point for you, please make sure to mention it to your charter broker.



Are the crew always on duty?

Depending on the size of the yacht, the crew are always available to guests throughout the charter, from preparing midnight snacks, to whipping up your favorite cocktail and more. The crew can be as present or as removed (for privacy) as you would like. They work in shifts, so different crew will be available at different times of the day and night.



Can we bring our pets on the yacht?

Some do! This will depend on the yacht. If this is an important point for you, your charter broker can help you identify yachts that will accept all members of your family.

Is there WiFi aboard the yacht and will my mobile phone work?

Almost all yachts offer WiFi, but this is something to discuss with your charter broker and confirm with the yacht's captain. As for mobile phone service, your service provider will need to confirm if they cover the cruising destination.

Since we will be out at sea, is it legal to smoke marijuana on the yacht during my charter?

The yacht must follow the rules of its flag state and the local laws where it is cruising. Illegal drugs are prohibited on all yachts, but if marijuana is legal in the flag state and in the cruising destination, it will be up to the yacht owner and captain to dictate if smoking marijuana is allowed aboard.

If we change our minds about the itinerary once we're on the yacht, can we skip a place or stay longer in another place?

This situation happens fairly regularly aboard a yacht, and is subject to the captain's discretion as well as the availability of dockage in the region. Speak to the captain about your changes and he or she will do their best to accommodate.





Is there a minimum age for children on the yacht?

There is no minimum age for charter guests. Yachts are an excellent option for vacationing with children as they offer many different activities and water toys to enjoy and are extremely safe and comfortable. Some yachts are better suited for children than others. Speak to your charter broker about the ages of the children and your plans for the charter and they will help find the best yacht to suit your needs.



What are the cleaning procedures on the yacht, both before we arrive and while we are onboard?

Each yacht has its own protocols for cleaning, disinfecting and hygiene, but as a general rule, yachts are exceptionally clean and held to a rigorous standard. Once you've narrowed down your selections, your charter broker and the yacht's captain will be able to share more information on the exact protocol aboard the yacht.



Will any of the crew be trained in first aid and CPR, and what type of emergency medical supplies are there?

The crew are trained in first aid and CPR, with the Captain having advanced medical training. Yachts carry a vast array of lifesaving equipment and many have telemedicine contracts that connect them to doctors ashore.



What if there is bad weather?

The great thing about a yacht charter is it is often possible to adjust your itinerary and head for the sun. At the same time, a rainy day in port opens up the possibility of exploring local shops, boutiques, bars and restaurants.



What if we want to extend our charter once it is underway?

If during your yacht charter you wish to extend, contact your charter broker who will check the yacht's schedule and availability and prepare the necessary paperwork.



Should I consider trip insurance for my charter?

While not required, a trip protection plan is highly recommended.

► PRO TIP: TRIP CANCELLATION COVERAGE PROVIDES THE CHARTERER PROTECTION IF THEY HAVE TO CANCEL DUE TO ILLNESS OR OTHER CONCERNS.



Should I tip the crew?

If you enjoy the service provided by your crew, you may wish to offer them a gratuity. While the level is completely at your discretion, it is customary to leave a tip of 10 - 15% of the base charter fee.



GLOSSARY OF YACHT CHARTER TERMS





Cabin



Beach club



Day head

Foredeck

A

Advance Provisioning Allowance (APA) – an advanced payment made to cover the costs of requested food, beverages, supplies, fuel, dockage, communications, crew gratuities, and so on

Aft – the backend of the yacht (i.e. Main Deck Aft, Skylounge Aft)

Aft deck – a deck located at the backend of the yacht often found on the main and bridge decks

Anchorage – a location where the yacht will drop its anchor and will stay for a period of time

At anchor – when the yacht is mooring at an anchorage

B

Bow – the very front end of the yacht

Beach club – an area at the stern (back) of the yacht that guests can swim off of as well as enjoy the yacht's water toys and spa. Some of the larger yachts have lounges, bars and gyms located in their beach clubs

C

Cabin – sleeping quarters for guest or crew (also called stateroom for guests)

Charter agreement – a signed agreement that specifies the particulars of the charter including the payment schedules, policies and defines the rights and obligations of all parties in contingency

Charter rate – the rate at which the yacht is chartered for. Rates vary from yacht to yacht depending on their length, destinations and amenities

D

Day head – a powder room usually found in communal spaces aboard the yacht

F

Forward – toward the bow of the boat

Foredeck – is the deck space at the front of the yacht

G

Galley – the yacht's kitchen

H

Head – a bathroom

Helm – where the captain drives the yacht

I

Itinerary – the proposed plan for the yacht charter, complete with destinations and possible activities

K

Knot – the speed at which the yacht is traveling

M

Main salon – the primary indoor guest area on a yacht's main deck

Marina – a place where yachts dock, and generally, where guests will meet their charter yacht

Master cabin – typically the best or largest stateroom aboard a charter yacht

P

Passarelle – the walkway that connects the yacht to the dock

Personal flotation device (pfd) – a safety vest or lifejacket

Port (direction) – the left side of the yacht when you are facing front toward the bow

Port (place) – a marina harbor or commercial dock

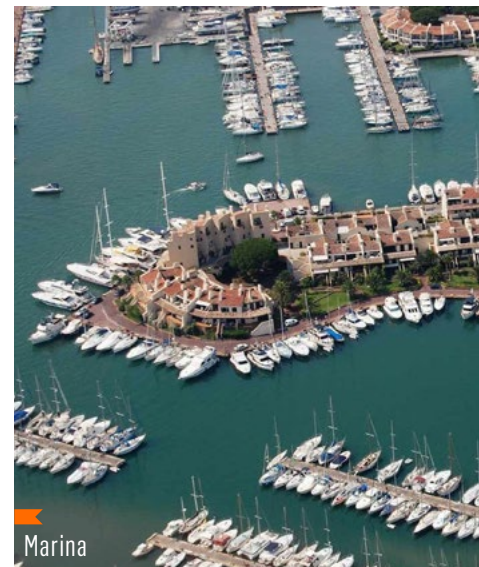
Preference sheet – a document guests fill out before the charter advising the crew what they would like to eat, drink, any medical issues, personal preferences, requested activities, etc

Plus expenses – these are the added costs associated with your charter such as the food, fuel, dockage, etc., which are paid for through your APA

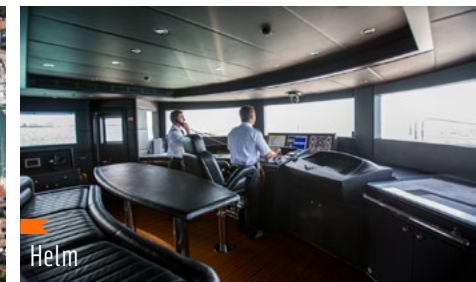
Pullman berth – a twin-size bed that folds out of the wall to provide additional sleeping accommodation



Galley



Marina



Helm



Pullman berth

**R**

RIB (rigid inflatable boat) – an inflatable dinghy or tender used to transportation or water toys

S

Skylounge – a salon located on an upper deck of the yacht

Starboard – the right side of a boat when looking forward toward the bow

Stateroom – guest sleeping quarters aboard the yacht

Swim platform – the space at the back of the yacht from which you typically can go swimming or board a dinghy. Lately, these have become entire pool/beach areas on some of the larger luxury yachts

Stabilizers – a feature that helps keep the yacht stable while underway and at anchor

Stern – the back of the yacht

Sundeck – the open-air top deck of a yacht

T

Tender – a boat that a yacht carries, or tows used for transfers to and from shore, short day cruises and water sports. Also sometimes called a dinghy

U

Underway – when the yacht is cruising

V

VIP cabin – typically the second-largest or second most luxurious cabin aboard a charter yacht

