

*YACHTIE*WORLD

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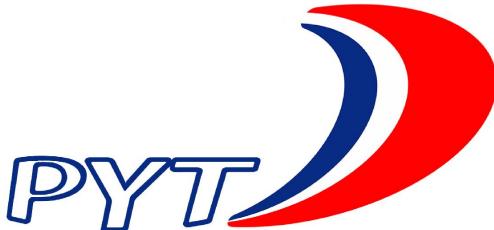


FOUR-WEEK SUPER-YACHT DECK HAND COURSE

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**PROFESSIONAL
YACHTMASTER
TRAINING c.c.**

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Thank you for your enquiry. Our super-yacht training courses are aimed at school leavers, gap year students or people looking for a career change. It opens up amazing opportunities in the super-yacht industry, one of the fastest growing industries in the world. Travel to exotic locations and the chance to earn some good money are just two of the attractions of a job in the overseas super-yacht industry.

If you have the right personal qualities, we will equip you to beat the competition and land the best jobs by giving you the basic boating skills needed during an intensive four weeks of instruction. Our instructors are among the best in the business and our direct insight and involvement with the yachting industry overseas takes some beating.

Very unpopular in the super-yacht world is the “backpacker”, the person who stays in a job just long enough to earn enough money to go travelling. No sooner have they been taught their job than they disappear and someone else has to be taught from scratch. By investing in training you will not only acquire the fundamental skills to become an asset to a crew anywhere in the world but you will confirm that you are pursuing a serious professional career. This course is not suitable for backpackers!

Course fees include all the required textbooks, course notes as well as the use of navigation equipment. There are no hidden costs. You will need an allowance for living expenses and refreshments while networking ashore after the day's instruction. You will make lifelong friends and enjoy the pleasures of being among like-minded people out at sea and ashore.

A 50% payment will secure your place, so act now and take the first step towards changing your life forever.

Give us a call if you require any further information.

Kind Regards

Ronelle du Plessis

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Members:
C.L.Schwegman, K.C Stewart

CAREER CREW COURSE OVERVIEW

Jobs in the super-yacht industry abound but the barriers to entry are high and there's a huge amount of competition. The personal attributes for successful career are many and varied:

- Obese, immature, unattractive, anti-social individuals with poor personal hygiene and grooming combined with the absence of dress sense work ethic and a sense of humour should rather find something else to do.
- If on the other hand you are mature, self-disciplined, presentable, gregarious, clean, hard-working and do have a sense of humour there are some exciting prospects out there!

Not much can be done about many of the personal attributes you have been blessed with but we can, and do, show you how to behave in order to get your foot in the door for a career in a highly demanding, status conscious industry.

Seafarers are wary of landlubbers who are generally considered a liability on board because they have to be looked after all the time. Guests and passengers are usually landlubbers but they are a necessary evil because without them there would be no industry.

However, the last thing crewmembers need in their busy lives is an inept landlubber as a shipmate. Crewmembers should be able to look after themselves and our overall aim is to give entry-level crew the means to avoid appearing too "landlubberish". To pass yourself off as a seafarer, albeit an inexperienced one, you need to know the basics of the language, etiquette and customs of the sea as well as some of the elementary skills needed to be useful on board.

From the legal perspective the industry is governed by various statutory bodies whose requirements have to be met and we'll cover these bases too.

- **International Maritime Organisation.** A specialised agency of the UN, the IMO is supported by 170 sovereign states known as "White List Countries". The IMO's STCW Basic Safety training is compulsory for paid crew members.
- **South African Maritime Safety Authority.** As a White List Country, South Africa enjoys the recognition of the IMO and so SAMSA STCW certificates are accepted throughout the world.
- **Maritime and Coastguard Agency.** The MCA is the British Government department charged with enforcing the maritime laws of the UK. The vast majority of yachts are registered in tax havens and the vast majority of these in turn fall under the UK flag. For this reason the MCA is very important to us and their approval is pretty much essential for worldwide acceptance of commercial yachting certificates.

On a note of caution: any commercial yachting training or certification that does not carry the approval of the MCA is probably just not worth paying for.

COURSE STRUCTURE

Important Note: Course modules may not necessarily be presented in the following order due to operational requirements and the weather.
The weather *always* has the final say when boats are involved.

STCW Basic Safety Training

STCW stands for “Standards of Training for Certification of Watchkeepers” and this basic training is a non-negotiable legal requirement for paid crew. Our courses and certification comply with IMO requirements under the auspices of SAMSA.

The elements covered are:

- Elementary First Aid
- Fire Prevention and Fire Fighting
- Personal Safety and Social Responsibility
- Personal Survival Techniques
- Proficiency in Security Awareness

This module comprises both theoretical and practical training.

MCA Yacht Rating

This is the most basic of the MCA courses, suited to beginners because it requires no qualifying experience. In broad terms the topics covered are:

- Steering and helm orders
- Keeping a proper lookout and lookout duties
- Monitoring and controlling a safe watch
- Shipboard terms and definitions
- Life saving and firefighting equipment
- Importance of musters and drills
- Common knots, bends and hitches
- Handling of mooring lines
- Care, use and storage of ropes and wires
- Safe operation of mooring winches, windlass and capstan
- The importance and safe operation of watertight doors, hatches and hull openings
- The Code of Safe Working Practices
- Engine watch keeping duties
- Terms used in machinery space and the names of machinery and equipment
- Pollution Prevention

This five-day course is integrated with Basic Seamanship (see below) and is conducted according to a flexible weather-related timetable over a period of ten days.

A Course Completion Certificate is issued to successful candidates and, on application to the MCA, this leads to the issue of the MCA Yacht Rating Certificate after two months of sea service.

Basic Seamanship Skills

Being MCA approved, the Yacht Rating Course Certificate is valuable confirmation of the fact that you are not a backpacker but it is almost exclusively theoretical and we reckon that you should at least spend *some* time on board a boat before you go and work on one.

Hence the inclusion of this module which is of our own design and intended to teach hands-on skills on an actual boat during actual time on the water at sea. The module timetable is spread over ten days and integrated with the Yacht Rating theory classes so as to make best use of suitable weather conditions.

Topics covered are:

- Collision Regulations
- Deck Operations:
 - Docking & undocking
 - Anchoring
 - Towing
 - MOB
- Navigation:
 - Latitude & Longitude
 - Dead Reckoning
 - Three Bearing Fix
 - Estimated Position
 - Course to Steer
- Meteorology
- Nautical terminology
- Rope Work:
 - Splicing & Whipping
- Sailing Theory & Practical
- Powerboat Driving:
 - Outboard
 - Inboard:
 - Single screw
 - Twin screw
 - Jet drive

Small Powerboat and RIB Master Certificate

Although the three days of this course is not nearly enough time to make you a competent tender driver, we can teach you the basics according to the syllabus of International Yacht Training Worldwide. If you pass the written exam and show the necessary aptitude you will be issued a “learner’s licence” which legally entitles you to be in charge of a small vessel. But please only under strict supervision at first until you become competent!

This certificate of competency is fully MCA approved and is issued by IYT in Canada.

COURSE TIMETABLE

The course is run from Monday to Friday with the exception of one Saturday starting at 08h30 sharp and typically finishing around 16h00 depending on the activity. Where possible the programme is adjusted to take advantage of good weather for on the water activities and to stay in the classroom when it's lousy outside.

The facilities of the nearby Point Yacht Club overlooking the marina are usually a high priority after a long day's instruction and you'll have a chance to chat to newfound friends, network with other sailors and reflect on the day's adventure.

ASSESSMENT

Certificates are issued according to criteria that differ from one authority to the next but full course attendance is a standard requirement together with the passing of a written exam and the demonstration of practical ability where appropriate.

COURSE OUTCOME

On successful completion of the process you should be well on the way to becoming a seafarer, able to use the language of the sea and know how to conduct yourself like a crewmember both on board and ashore. ("Walk the walk and talk the talk"). You should be aware of the norms of the industry and have an idea of how to embark on your career.

You will be legally entitled to work on a boat having met the requirement for basic safety training by holding internationally recognised STCW certificates for Elementary First Aid, Fire Prevention and Fire Fighting, Personal Safety and Social Responsibility, Personal Survival Techniques and Competence in Security Awareness.

Very importantly, your MCA Yacht Rating course and your IYT RIB Master certificates will help show that you are not a backpacker and are prepared to invest in your career.

Equally importantly, you will have your feet firmly on the ground and will *not* have the attitude of entitlement that typifies holders of zero to hero qualification inappropriate to their level of experience.

THE NEXT STEP

Now it's over to you to get out there and sell yourself. It's not easy, but then nothing worthwhile in life ever is!

COST

R16 000 per person for the 4 weeks.

Prices include VAT, course materials and the use of equipment but exclude food, refreshments and other extras.

A 50% non-refundable deposit is required to confirm your booking and the balance is due on commencement of the course. Although prices are subject to change the price is fixed as soon as a deposit is paid.

Please note that you must be able to swim in order to complete this course.

FREQUENTLY ASKED QUESTIONS

What is a super-yacht/super yacht?

Generally speaking a yacht is a power or sailing vessel used for leisure purposes that does not carry more than 12 passengers and a mega-/super yacht is one over 100 feet in length. These hugely expensive playthings are either used exclusively by their extremely rich owners or put out to charter at rates of between \$30 000 and \$300 000 per week. A multi-million dollar asset like this needs to be properly crewed and this is where we come in.

Is the course fee money well spent?

Barriers to entry are high in the mega-yacht industry and they are getting higher as more and more formal structures are put in place by the authorities. Money spent on preparing for a career is most certainly money well spent and the fact that you have invested in training will indicate to prospective employers that you are serious about your career. In any case, it is illegal for a commercial vessel to employ crew without the mandatory safety training which forms part of the course. Without this one's earning potential is greatly reduced to the menial level of a "day worker" with very little opportunity for the career enhancement of being signed on as a crew member and working up the ranks.

What qualifications do I need to enter the super yacht industry?

Being qualified implies being competent and training alone can never make you competent; it has to be balanced with *relevant* experience. So the answer is that you can't be qualified until you have experience. Yes, you need training and yes you need certificates to show you have been trained but it's not possible to be meaningfully qualified until you have experience.

That said, there are fast track "zero to hero" Yachtmaster courses available that promise the world at great expense but all they do is artificially accelerate the process with irrelevant experience (the pointless pursuit of mileage), coach for an exam and produce paper captains who have become the laughing stock of the industry.

The way to do it is to get basic training, go away to get the required *relevant* experience and then come back to do the Yachtmasters.

Can you organise me a job?

In a word: NO.

Refer to <https://yachtieworld.online/> for assistance with this who can point you in the right direction.

If you wish to work for very little money on a golf estate, ski resort or cruise liner you'll have a job arranged for you but then your employer holds your visa and as soon as you no longer work for them you will have to leave the country.

As in much of life, no one in the yachting industry employs anyone until they have seen them. We have plenty of contacts, some of whom respect our judgement, but they could never be expected to take on a crewmember on our say-so alone.

Unless they are a relative or close friend, anyone in this country who tells you they can arrange a job for you on yachts overseas is probably being somewhat economical with the truth. Especially if they have taken your money!

What do students gain through doing this course?

The various modules are intended to prepare beginners for work in the industry.

- Basic Safety Training is a statutory requirement for crewmembers of commercially active charter boats so getting the STCW certificates is a no-brainer.
- Seafarers generally view “landlubbers” as a liability on board and the last thing crewmembers need in their lives is the burden of a landlubber as a shipmate. Entry-level crew will have the means to avoid appearing too “landlubberish” by knowing and conforming to the basics of the language, etiquette and customs of the sea and have some of the elementary skills needed to be useful on board.
- During the course there are opportunities to develop some of the other essential inter-personal skills such as networking, teamwork, diplomacy, problem solving, responsibility, negotiating skills and discipline essential for a successful career in the yachting industry.

Doing the course opens the doors for international job opportunities in an industry which has proven to result in rapid personal growth. An exceptional work ethic, self-discipline, self-confidence and perseverance are among attributes developed during time spent working in this industry. In addition overseas travel develops a global perspective, improves experience, self-confidence and provides a network of friends and contacts to stand you in good stead for future international job opportunities.

What parts of the world are the best locations to look for work?

The northern hemisphere has the vast majority of the large private yachts and charter boats. About 80% of these are concentrated in the Caribbean, Miami, and Fort Lauderdale area but there is no shortage of opportunities in the likes of the Mediterranean and Whitsunday's with Alaska having experienced a recent boom in boating activity. The industry in general is going through a period of very rapid growth with seasons determined by summer, winter, hurricanes and weather in general. Career yacht crew often move between the Med and Caribbean according to the season, or work on off-season maintenance tasks or simply go on holiday and tour a little. The most common language spoken is English but fluency in languages like French, Spanish and German can only be an advantage especially in Europe.

What is the first step in getting a crewing position?

Most boats large enough to employ crew are registered under flags of convenience usually for “tax efficiency”. This means that under maritime law it is legal, for example, for a non-American to work on an American-owned vessel in American waters as long as the vessel is registered in another country. Captains are understandably reluctant to take on anyone until they have had a chance to assess them and the norm is for aspirant crewmembers to prove their worth by doing hourly paid day work as temporary crewmembers. Often not easy to come by, this is usually menial manual labour which pays around \$10 to \$20 per hour and gives aspirant crewmembers a chance to impress with their work ethic, interpersonal skills etc. Desirable candidates soon identify themselves and their reputation spreads remarkably rapidly which leads to the next step. It must be stressed that it is illegal for non-Americans to work on American-flagged vessels in American waters and working ashore in any country without the necessary work permits is sure to get you deported.

What is the next step?

Day working is essentially an extremely effective job interview and, as already mentioned reputations, both good and bad, spread remarkably rapidly. It must be stressed that reputation-building is not limited to the workplace alone; professional yacht crew are expected to conduct themselves appropriately as representatives of their vessels and many people have lost opportunities because of the way they have behaved in their social lives.

Day-workers who make sure they become known as desirable candidates will inevitably be offered a position as a signed-on crewmember and, as with all careers, everyone starts at the bottom so the typical junior crewmember can expect to do the dirty work; menial manual labour, mostly cleaning. However, the progress up the ladder has started and the way you handle your first position will determine the next one.

What is the pay like?

Junior crew members can expect to earn \$1 500 to \$3 000 per month plus tips if they work on a charter boat. Living expenses are all-found and generally clothing, toiletries and medical expenses are paid by the employer. Permanent crew are typically given four weeks' leave a year and travel expenses to a holiday destination of their choice are often covered. For sensible people a career in the yachting industry can be very lucrative indeed: you have no living expenses at all, you pay no tax and you have no time to shop because you work so hard! Your money goes straight into the bank so it's easy to save.

Can anyone do this?

Definitely not! Nothing in this industry is achieved without determined effort, tenacity, networking and the ability to live up to the very high social standards required in one of the most status-conscious industries in the world.

Living in the lap of luxury in exotic locations while rubbing shoulders with the rich and famous is an illusion. It's more like long hours spent running around to the point of exhaustion at the beck and call of rich, spoilt, rude, obnoxious people.

However, if you've got what it takes you are in for a rewarding and lucrative adventureif you persevere.

