



Private Client Services LLC

OUR TEAM APPROACH

Our Team Approach is singularly dedicated to educating you and protecting your interests as a Buyer. Our alternative is a Buyer's Information Exchange, offering the exchange of (a) the best 'content-rich' substantive information, (b) the best hard data and (c) the most comprehensive photographic display of the widest array of luxury yachts on the market that might be of interest to a client. The exchange of this 'content-rich' material is in a format that lets our Buyer, with the hands-on help of our staff, efficiently compare, analyze and correlate information on yachts for sale from around the world in a manner that allows the Buyer to make truly educated determinations about what is the right Proper Yacht and what is the right price that should be paid.

The Website is meant to:

- (1) Challenge old concepts of how your interests as a Buyer are represented in the existing world of broker "***Conflict of Interests***", something presently much on the minds of anyone who plays in the Financial Markets; and,
- (2) Offer you an easy and efficient system that shows you all yachts on the market that might fit your needs and helps you gain in-depth knowledge of the market and what fair market value should be of any particular yacht that piques your interest.

Once we have helped you boil the rather large universe of yachts on the market down to the right Proper Yacht for you, we then aggressively execute negotiation and acquisition strategies that singularly represent your fiduciary interests as the Buyer, based on our decades of experience in luxury yacht construction, yacht sales, yacht brokerage and the world of the practice of law. We use this extensive expertise to personally work with you through every step

of the acquisition and ownership process. Our engagement fees are paid not by you but only out of the money the Seller has already agreed to pay his Broker when his Broker sells his yacht.

Our initial ultimate goal is to capture the right Proper Yacht for you at a price that is significantly under market value.

Our continuing goal is to provide you our deep industry expertise after the purchase and going forward, related to a broad array of yacht ownership issues.

TEAM APPROACH & PROFESSIONAL'S PROFILES

Within the typical yacht Broker relationship, the Buyer involves himself with an individual Broker, who essentially represents the Seller. In spite of the fact that the Broker might be working out of a major yacht brokerage firm, he is an independent contractor who works on his own and typically has little to do with any other of the Brokers within the firm. Said Broker functions as a tightly controlled "gatekeeper" of all knowledge about his client, fearing that he might lose control of his client to other Brokers. Therefore and at best, the Buyer gets the benefit of only whatever expertise this particular Broker has.

Private Client Services has assembled a dedicated ***Team*** of varied expertise, which collective expertise is applied on behalf of our clients.

The underlying ***Team*** associated with the ***Private Client Services*** represents an uncommon blend of expertise gained from decades of 'hands-on' experience at almost all levels of business activity within the International large yacht industry, including (1) shipyard development, ownership and operations, (2) yacht design, engineering & construction, (3) large yacht management & operations, (4) yacht brokerage & marketing, (5) development and application of the most sophisticated, computer driven New Construction & Refit Management Program in the industry, (6) the world of law practice associated with the above and (7) hands on and in-depth experience in 'doing business' in China.

The management resources within this ***Team*** approach provide our clients with the deepest level of industry experience available within the brokerage community as the primary sophisticated due diligence tool applied at the highest levels of discipline, analytics and professionalism.

The initial phase of client representation endeavors to define the specific needs of our client and involves the following key associates. Thereafter, our full breadth of Team Expertise is introduced to our client.

William Waite: ~ Executive & Managing Director

Primary Responsibilities ~ Executive Management, Business Development.

- 2015 to present – Founder and Managing Director of Private Client Services LLC., a yacht brokerage and consultancy dedicated solely to the representation of the yacht Buyer's interest.
- 2009 to present - Founder & Managing Director of Marine Development Group LLC, a development group focused on marine related enterprises.
- 1997 to present – Founder & operating manager of Waite & Morrow Associates, a yacht sales, marketing & consultancy organization in Ft. Lauderdale, Florida.
- 1992 to present – Business Development and Investment Fund operation.
- 1980 to 1992 – Founder & operating manager of Windship Yachts, a high tech composite, luxury yacht construction company in Tampa, Florida, employing some 250 great American artisans.
- 1970 to present – Practicing Attorney and member of the Georgia Bar Association specializing in small business practice and litigation (formally retired), graduate with a Doctorate of Jurisprudence - Emory University Law School, 1970.

Ann Morrow: ~ Director – Business & Public Relations Management

Primary Responsibilities ~ Business Administration, Marketing & Sales.

- 2015 to present – Founder and Director of Private Client Services LLC., a yacht brokerage and consultancy dedicated solely to the representation of the yacht Buyer's interest.
- 2009 to present - Founder & Director of Marine Development Group LLC, a development group focused on marine related enterprises.
- 1997 to present – Co-founder of Waite & Morrow Associates, a yacht sales, marketing & consultancy organization in Ft. Lauderdale, Florida.
- 1992 to 1997 – National Accounts Sales Manager, Southeast Division, Forte Hotels.
- 1981 to 1992 – Co-founder, VP Administration, Marketing & Sales of Windship Yachts, a high tech composite, luxury yacht construction company in Tampa, Florida, employing some 250 great American artisans.
- 1978 to 1981 – Emory University Law School, graduate with Doctorate of Jurisprudence, 1981.

Tim Kings: ~ Associate – Project Management & Doing Business in China

Primary Responsibilities ~ Management of New Build Projects and Oversight of Projects in China.

- 2013 to present – Project Manager for New Build Superyacht Project at IAG Shipyard, China.
- 2010 to 2013 – Project Manager for Ocean Alexander in Taiwan on design, development and construction of a new line of 112' Superyachts.
- 2005 to 2010 – Project Manager for Newcastle Marine on custom construction of the 180' M/Y Harbor Island.

- 1999 to 2005 – Project Manager for Trinity Yachts on 6 New Build Projects ranging from 126' to 177'.
- 1990 to 1999 – Project Manager on various New Build Projects at Christensen Yacht, Delta Marine, Trident Shipworks and Windship Yachts.
- 1981 to 1990 – Project Manager for Celestial Yachts and Owner and President of Macintosh Yachts operating in China, providing design, engineering and construction management of various marine related projects.
- Fluent in the language and ways of doing business in China, with respect to accomplishing successful yacht construction projects for Western Buyers.

Christopher Holmes: ~ Associate - Project Management & Technical Services

Primary Responsibilities ~ Management of the *ProjectPerfect™* Program and provision of Engineering/Drafting Services to Clients.

- 2000 to Present – Principle & Chief Designer, StellarPM, Inc. and creative engineer and programmer for “*ProjectPerfect™*”, the most sophisticated project management program in the industry, a system specifically designed for the yacht owner to directly use in controlling his new build or refit project.
- 2013 to 2015 – Director of Shipyard Operations, NISI Yachts, Zhuhai, Guangdong, China.
- 2005 to 2007 – Production Manager & Chief Designer, Broward Marine, Inc.
- 1998 to 2000 – Engineering Manager, Chesapeake Yachts, Inc.
- 1992 to 1998 - Engineering Manager, Broward Marine, Inc.
- Apprenticeship 'Marine Engineering' - Marine Projects LTD, England; Marine Craft Fitting Parts 1 & I - Falmouth College, England; Computer Science Engineer 'AutoCAD' - Keiser College, Florida.
- Fluent in the ways of doing business and accomplishing successful yacht construction projects in China.

Steve Morton: ~ Technical Director - Paint Applications

Primary Responsibilities ~ Project Control & Management of Paint Applications.

- 1977 to present - President and Owner, Performance Marine Coatings, Inc., a paint applications and consulting firm and Visions East, Inc. , a developer of patented robotic marine coatings technology and systems.
- Acknowledged and respected marine coatings expert, providing coatings survey analysis, expert witness testimony and testing regimens to Yacht Owners, Insurance Companies and others in the yachting industry in the U.S. and abroad.
- Extensive expertise in advanced spray technologies & high volume/low pressure HVLP systems; robotic fairing and painting procedures and new product testing.
- Respected author on Marine Paint Application & Inspection Standards and lecturer at various seminars related to marine paint systems and application.
- Graduate Stetson University, Florida, 1974.