



Home Office Sales: 326 First St. Annapolis, MD 21403 info@bayacht.com 410-263-2311
 Charter/Courses: 222 Severn Ave. Annapolis, MD 21403 info@lets gocruising.com 410-263-1818

What's the difference? 14 important points to compare.

Score each attribute from 1-5, "5" being the best for you—and then compare.

	Advantage	1	2
Boats. Ours average 1-3 years old, best equipped all with Air, full Biminis			
Charter start Location: In Annapolis (not near Annapolis): 1. Five, 5Star restaurants within a few blocks walk. 2. Easy walk or water taxi to the heart of the city 3. On the Harbor, in America's sailing capital. Unparalleled view of waterfront activities. 4. Rainy day activities—you don't even have to leave your slip—or can cruise around close by. (See also 5 & 6) 5. Free internet on-board 6. Tours: Historic, Naval Academy, Kayak, Segway, or you name it—all within a short walk of your boat. 7. Childrens Pirate Adventure			
Loyalty Club: SailScape 1. Discount on charters 2. Express check out/in 3. Sea dollars earned for merchandise or boat purchase 4. Best price guarantee 5. Free extra days			
Dinghy. Free when boat has one.			
Sleep aboard. Night before costs less \$100 as a club member typically \$125-200 otherwise			
Information database. A HUGE informational database with detailed itineraries, detailed boat information, Sailing school information, hints and tips, like what not to forget and tons more. www.lets gocruising.com			
Support. BYA is a dealer and supplier for the boats we use (Jeanneau and Fountaine Pajot). We get instant, superior service from the dealer and/or factory as needed.			
ASA Sailing school —the best, most recognized courses in the world. You can get qualified to charter and longer term, keep enhancing your skills. Not a web based game show like NauticEd, which simply offers an extra test that goes unrecognized by legitimate charter companies and where you still need to get ASA certification.			
Deposit policy: Damage waiver insurance (\$30/day) reduces the 2% damage deposit to \$700 for under 40' boats, or \$1,000 on over 40' boats			
Want to own eventually? Our partner, Bay Yacht Agency offers the best plan in the industry called: "Boat-As-A-Business™. "You can own a boat and let tax advantages and income reduce your costs 75-100% + Your \$eadollars from our sailing club can be used as a discount on a new boat!			



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<p>Courteous, fun staff. See what our clients say, http://www.bayacht.com/resource/password/Insider/testimonials.pdf or just give us a call and talk about some fun 410-263-1818 “<i>Fun, you define it, we’ll deliver it!</i>”</p>		
<p>Clean fast boats. Not just a marketing gimmick—we have the best housekeeping crew in the U.S. AND, importantly, we clean the bottoms monthly!</p>		
<p>Linens—free, of course.</p>		
<p>Most respected. Longest run with same owners in same location. Like many businesses, we have changed names for marketing purposes from time to time, but since 1955 our Charter company has been continuously managed and owned by it’s founder, Eric Smith. None of this would matter if it wasn’t FUN (See above)</p>		
<p>Affiliated with Florida and Caribbean charter companies—We’re a one stop shop.</p>		