

# YACHT CHARTERS

ON AUSTRALIA'S WEST COAST



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OCEAN WEST  
*charters*



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## Corporate Entertainment and Team Building Information Pack

## *Welcome to Oceanwest Charters*

We are a locally owned business providing high quality sailing charters in the south west of Western Australia. Based in Port Geographe Marina, near Busselton, we are ideally located in a beautiful part of WA, with easy access to amazing sailing in Geographe Bay.

Our yachts are 'Samsara', a Beneteau Oceanis 41.1 and 'Selene', a Beneteau Oceanis 46. Both yachts have three large double cabins, two bathrooms, large saloon and galley. They are fast, safe and comfortable and have met the commercial survey requirements for open water sailing. Both yachts have all of the latest electronic equipment and are fitted out to the highest standard.

We have a great deal of investment in our reputation as a quality sailing provider. Onboard, you will find professional, friendly service, and personal attention to detail.

Our corporate entertainment days and teambuilding courses are a great way to reward your clients and develop your team. We look forward to welcoming you onboard soon!

## **Corporate Sailing**

Whether it's for entertainment or team work, Oceanwest Charters can provide a great program for your guests and team members.

When you have finished the negotiations, and the briefings are all complete, why not re-energise your clients or team members by taking them sailing!! We can provide a totally different activity that will be really appreciated. Your guests can enjoy two or more hours sailing around Geographe Bay onboard our luxurious cruising yachts.

Everybody onboard can relax and enjoy views of Busselton Jetty from the sea, or they can try their hand at sailing the yacht. It will be an experience they won't forget! There is plenty of space on board so guests do not feel crowded, which creates a good opportunity for conversations to flow in an easy and relaxed manner.

## **Costs**

Two hour cruises start at \$795 per yacht with a maximum of 6 guests per yacht, and you would need to allow 15 minutes extra for pre- and post cruise. If you have more time available, why not book a four hour cruise for \$995 and enjoy lunch onboard and a swim. A full day option at \$1695 is also available!

## **Catering Options**

We offer a full corporate catering service to complement your day onboard. Please contact us for a selection of catering options.

We use the services of a local catering company and all items are made fresh to order using local produce wherever possible. Everything from Harvey beef to Capel cheese and Margaret River chocolate!

## **Team Building**

To keep an ocean going yacht running efficiently you need to be able to read the environment, communicate well, and work as a team that is capable of rapid decisions and flexible thinking.

Oceanwest Charters provides a structured day of teambuilding exercises onboard our yachts.

We can custom design a corporate experience that takes participants through a series of challenges that emphasise the importance of communication, teamwork and cooperation.

Qualified instructors will coordinate the program, which can be combined with onshore classroom briefings.

The program will help to build leadership in your team, and contribute to an esprit de corps that emerges from groups who have been challenged and have succeeded.

The price for the team building course is \$450 per person for a full day for up to 6 participants (minimum of 4). This includes a gourmet platter lunch, cold drinks, and morning / afternoon tea.

The teamwork model below is an example of how the day will progress.

## **Implementing the teamwork model through sailing**

### **Clear goals**

The overall goal is to sail the yacht correctly to achieve the best performance from the yacht. This can only be done through a whole team effort but requires work from both the individual and the team.

### **Defined Roles**

These are easily defined onboard the yacht, each team member can rotate between the various positions, such as skipper, helm, Genoa / Mainsheet winches, Navigator. Whilst on the helm, that team member could also take on the role of Skipper for that period, coordinating the movement of the yacht.

### **Open and clear communication**

Clear communication will happen during maneuvering the yacht, such as sail hoisting / reefing / tacking / gybing because the person on the helm will have to take charge of the team to successfully coordinate the task. This will cause the team to listen to the commands and to respond verbally that they are ready to carry out the task.

### **Effective decision making**

There will be lots of opportunities for decision making whilst onboard, from when to hoist the sails to when to tack / reef etc. Even planning a short passage will require effective decision making. Being onboard the yacht will allow the team members to experience the different types of decision making techniques from “majority rule” to “expert decision”. For example tacking could be a joint decision based on their experience of sailing the yacht, or it could be guided by “expert” opinion from the Skipper / Instructor.

### **Balanced participation**

There will be plenty of balanced participation whilst sailing the yacht. It takes the whole team working as one to effectively and efficiently sail from one location to another. There will be times when only one person will be helming but the rest of the team can look at sail trim etc. All the team can participate in the navigational planning stages and just leaving the berth requires full participation from everybody.

This part will also allow the individuals to experience being in command of the yacht. This will help the individual in command to look at how the team is performing as a whole and to see if the other team members are playing an active role, and if they are not, then they can provide the encouragement or direction as required to help get that team member to become an active participant again.

### **Valued diversity**

Valued diversity will come from the different strengths, experience and individual styles that each of the team has. Bringing team members into a fairly alien environment such as yachting will allow their individuality to come through. Team members will each have their own strengths, ideas and opinions, which will come to the surface after a fairly short time onboard. These different traits will all complement each other and help to form a stronger team, who can call on each other's skills to provide the solution to the challenges of ocean sailing.

### **Managed conflict**

There will be little chance of conflict arising during a relatively short period, but if it does, in my personal opinion, it can be managed and used to cement the team together in the long run.

### **Positive atmosphere**

The Skipper / Instructor will be able to project a level of confidence to the team that instills trust. From this point onwards the team will start to develop a trust in each other when handling the yacht and again from personal experience, the team will enjoy the feeling of achievement and enjoy what they are doing.

### **Co-operative relationships**

This sort of relationship will develop as the team realizes that they have to work together. This regularly happens during sail training; you see the group forming into a team who all help each other to achieve the task. This takes you back to the positive atmosphere which you can feel after a successful sail or a particularly hard passage. The team has formed and they feel the success as one.

### **Participative leadership**

For this part, the Skipper / Instructor will use a "hands on" leadership style which promotes enthusiastic participation. They get involved as part of the team which hopefully comes across to team members when it is their time to be in command. This will make the team members realize that the team that works together will be more successful than several individuals.