

# That's YACHT-POOL

- **Who is YACHT-POOL?**

History, Crew & Mission

- **Yacht-Insurance**

from the Pioneer of all-risk-cover

- **Charter-Insurance**

from the Inventor of the Skipper-Liability-Insurance

- **Partner of the Charter-Industry**

Tools, Products & Services

- **Your Product by YACHT-POOL**

tailor-made and customer-orientated

YACHT-POOL

## Who is YACHT-POOL? The YACHT-POOL-Story

### An insurance company founded out of anger about insurances



**YACHT-POOL** was founded in 1976 by Dr. Friedrich Schöchl, who still leads the company. The founding impetus and sustainable motor of the growth of **YACHT-POOL** were and are the gaps in education about the maritime and legal risks of skippers and yacht owners.

As an active sailor and through family ties, Dr. Friedrich Schöchl has always been associated with yachting. At the beginning of the 1960s, the Schöchl brothers built the first wooden boats in the family's carpentry, today the resulting Sunbeam shipyard is world-famous for high-quality yachts.



From left to right: 1960, Friedrich and his brother Walter in the self-made sailing boat of the racing class N72. Friedrich Schöchl in a self-built Korsar-Boat during a regatta, 1965. Friedrich and his wife in 1976 shortly before the founding of YACHT-POOL.

Soon, Friedrich Schöchl, who had a doctorate in business administration, found that many of the boat insurance policies common at that time had significant coverage gaps and legal uncertainties to the disadvantage of sailors - because many Sunbeam customers reported bad experiences with the insurers because the current insurance conditions extremely disadvantaged the owners. In the event of a claim, the insured faced the legal special department of the insurer alone.

That annoyed Dr. Schöchl very much and he was looking for a solution to the problem.

But not only better tariffs should be the solution: Friedrich Schöchl had in mind something fundamentally new and unique: in 1976 he founded **YACHT-POOL** as "Pool of Yacht owners and Skippers" to counterbalance the asymmetrical relationship between the always alone standing owners and skippers and the always strong insurance companies.

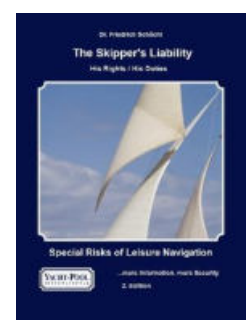
With its total volume, **YACHT-POOL** has become a serious partner for insurers. This enabled **YACHT-POOL** to enforce and implement the own developed insurance conditions in the interests of the customers.

In contrast to other brokers or insurance agents, **YACHT-POOL** consistently reverses the principle according to which most insurance companies work:

Instead of looking for customers for insurances, **YACHT-POOL** focused from the beginning on the needs of customers and developed suitable coverage concepts, for which insurers were then found who were willing and able to bear these new risks.

**YACHT-POOL's** experience is summarized in Dr. Schöchl's book "**The Skipper's Liability - His Rights, His Duties**" which is published in English on the occasion of the ICE. It is strongly recommended for charter-agencies as well as for fleet-provider because the rights of the skippers are the obligations of the charter-providers!

The book can be ordered at **YACHT-POOL** (in German) or from 1<sup>st</sup> of December in English e.g. at Amazon with ISBN 9798570067790. Translations into Croatian, Polish, Czech and Greek language are in in preparation.



A major achievement in the yacht insurance was the introduction of "All-Risk Coverage" (everything that is not excluded is insured), which was far superior to the usual "single-risk-coverage" (insured is only what is explicitly stipulated) in every respect.

Another outstanding invention of **YACHT-POOL** is the **Skipper-Liability-Insurance**, which today has become a matter of course for almost every skipper. All other charter insurance that is common today also originates from the **YACHT-POOL** think tank.

To date, **YACHT-POOL** develops all its insurance and service products without exception itself - from practice for practice. Strong and well-known international insurers bear the risks today. However, everything from product development and policy to claims management is under the control of **YACHT-POOL**

This practice-oriented service concept is the reason why **YACHT-POOL** is nowadays one of the major European insurers for charter skippers, owners and charter fleet operators and is represented in many countries from Finland to Greece with its own branches and selected surveyors and experts.



**YACHT-POOL – more than an insurance**

## **YACHT-POOL Croatia – Your Partner in the Med!**

**YACHT-POOL Croatia** is a branch office of **YACHT-POOL International** located in the Mediterranean Headquarter in Poreč, Croatia.



**YACHT-POOL** Mediterranean provides services all over the Mediterranean with offices in Croatia, Montenegro, Italy, Malta and Monaco. Services are also provided for markets of Slovenia, Serbia and other connected markets. Therefore **YACHT-POOL** Mediterranean maintains relationships with various bases in the Med, where specialised brokers, surveyors and ship-yards care for the interests of yacht-owners and skippers.

A highly experienced and professional team cares for the concerns of the costumers. The "captain" of the team is Marijan, whit a specialized Postgraduate Diploma in Marine Insurance at the Lloyd's Academy and many years of experience on the field. The crucial touch of quality and experience comes with the support of the headquarter in Germany with Dr. Friedrich Schöchl at the helm.

With individual care for all partners and customers, quality service with full support is guaranteed to all the costumers, boat owners, skippers and all yachting enthusiasts.

**The crew of YACHT-POOL-Croatia is happy to help – we are waiting for your call!**



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# YACHT-POOL: Best Advice for Customers

## Expert and Influencer of the Charter-Industry

The voice of YACHT-POOL is heard by many ten-thousands of sailors and charter-customers.

YACHT-POOL is also a sought-after expert in the trade press of the charter-industry. The trade press regularly reverts to the expertise of YACHT-POOL and asks for statements, opinions and articles. In question of insurance YACHT-POOL is the best advice of charter-agencies.

The collage features several elements:

- Newspaper articles:**
  - "Mehr Schein als Sicherung" (More appearance than security) with a question mark icon.
  - "Keine Grauzonen mehr" (No grey areas anymore) with a man's portrait.
  - "Ein 285.000 Euro teures Abendessen" (A 285,000 Euro expensive dinner).
  - "Chartern ist ein Rechtsgeschäft" (Chartering is a legal transaction).
  - "Das unterschätzte Risiko der Charter-Skipper" (The underestimated risk of charter skippers).
- Visuals:** A golden gavel, a man in a suit speaking at a podium, and a woman on a boat.
- Promotional Banners:**
  - chartercheck** with ADAC logo and "Kooperationspartner von: YACHT-POOL INTERNATIONAL".
  - charterwelt KHP** with contact information for Munich and Stuttgart offices.
  - w.pitter-yachting.com** with the YACHT-POOL logo.



Due to the recognized authority and reputation YACHT-POOL the quality-seal "Checked & Trusted by YACHT-POOL" is a valued recommendation for any company.

YACHT-POOL reaches a high 5-digit number of its own customers with regular newsletters about the latest news and important facts about the charter industry.

YACHT-POOL – engages in the charter-market: YACHT-POOL is THE competent "problem-solver" and supports charter-companies and agencies in the enormous challenges of the European charter industry.

Look at our fact sheets and learn more about:

**Insurance products: Yacht & Skipper - Tools & Service for the Charter Market**  
**Custom made Products & Services**

Curious what YACHT-POOL can do for You?

For further information please contact:

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**YACHT-POOL**  
INTERNATIONAL

Insurance Products

# Yacht-Insurance

from the Pioneer of all-risk-cover

**YACHT-POOL**

## Yacht-Insurance from YACHT-POOL

### Range of Cover

➤ **3<sup>rd</sup>-Party Liability-Insurance**

➤ **Hull-Insurance**

- **Full comprehensive Cover for partial damages and total loss (Tariff A18)**

Alternative:

- **Basic-Cover: Total-Loss-Tariff (Tariff TV18)**

**Additionally:**

➤ **Passenger-Accident-Insurance**

➤ **Loss of Income-Insurance**

Please find more information on the next page and ask for the detailed insurance conditions for all tariffs!

**Please contact us for more information:**

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## Hull & 3<sup>rd</sup>-Party Liability-Insurance

In general, two criteria are crucial for choosing the right insurance: price and insurance benefits. The price - the premium - can easily be compared, but the strength of the services can often only be found out in the event of damage. The differences in the conditions of the insurers are often difficult to see. We have summarized the most important points for you so that you don't need to "learn from damage".

- YACHT-POOL was founded in 1976 by Dr. Friedrich Schöch, originally thought as a special insurer for the Sunbeam Yachts of the family-owned Schöch shipyard in Mattsee, Austria.
- out of practice for practice: YACHT-POOL introduced "all-risk coverage" in private marine insurance as early as 1976, is the inventor of skipper liability insurance and a pioneer of many other water sports insurance policies.
- YACHT-POOL is independent and only develops its own insurance solutions for the special leisure boating market. YACHT-POOL insures boats and ships from private boats to charter fleets, from inflatable boats to mega yachts.
- Today, YACHT-POOL has its own partners in many countries and is networked with local experts, shipyards and lawyers.

### Hull-Insurance

- YACHT-POOL insures the ship's value in a clear and customer-oriented form as a "fixed tax". Underinsurance is excluded.
- The "fixed tax" is unlimited in time and is valid until you request a different insurance value.
- There is all-risk coverage. This means that all dangers and events that are not explicitly excluded are insured. There are no unclear exclusions, such as insufficient mooring, inadequate manning or similar
- Accordingly, many risks that you may not think of are insured, such as Short circuit, overvoltage, glass breakage, scorching damage and damage caused by force majeure or by others, e.g. in the event of storms or in the event of fire spreading from ship to ship.
- Damage caused by riot, vandalism, looting and strikes are also insured, as is the risk of regattas or consequential damage resulting from construction and material errors.
- Damage from rodents - think of mice and rats in winter storage - or from vermin can cause considerable costs. With most insurers, this damage is excluded - with YACHT-POOL they are insured.
- Damage reduction costs (rescue costs) and wreck removal costs are also insured beyond the sum insured, depending on the tariff, even unlimited.

Insurance cover is valid 365 days a year, around the clock. Of course, transports, slips, cranes, winter, shipyard and repair lay times are also insured.

- Depending on the tariff, the comprehensive insurance services are supplemented by extensive assistance services (→ not for charter ships, see reverse side) that offer you personal service and valuable additional services worldwide.
- In many cases, the deductible is reduced (e.g. for dinghies and trailers) or there is no deductible at all: e.g. in the extensive assistance services, total loss, burglary, damage to effects and visual inspections after ground contact.
- In the event of a total loss, only the residual value actually achieved will be deducted from the reimbursement.

### Third-Party-Liability-Insurance

- The liability insurance benefits cover to all authorized users and persons on board - even if you lend the ship to friends free of charge. (chartering can be co-insured on request).
- Liability insurance is on base of a lump sum, i.e. that the agreed amount of cover for personal injury is available in full, even if only one person is harmed.
- For dinghies with a motor up to 20 HP, we offer premium-free cover in liability insurance.
- Towing of water-skiers is co-insured.
- Liability insurance also includes extended water damage coverage.
- Property damage such as damage to rented berths with electrical and water supply-systems, e.g. insured in marinas and pecuniary loss.
- The liability insurer will defend you against unfounded claims - even abroad.
- Liability insurance from YACHT-POOL also applies if you e.g. provide assistance to a yacht in distress and damage the yacht or if you are held liable for the improper use of signalling equipment.

Please note the exact insurance conditions for all tariff



Insurance Products

# Charter-Insurance

from the inventor of the  
Skipper-Liability-Insurance

**YACHT-POOL**

Skipper liability insurance or charter deposit insurance?

## A good and fair Charter-Company informs its Customers!



A charter yacht is usually covered by two main insurance policies: The boat's **hull insurance** covers damage to the boat, the boat's **liability insurance** covers damage outside the boat to persons or third-party property.

**There is no charter yacht insurance that fully covers all damages. There are always (often considerable!) restrictions or deductibles that are borne by the charter skipper. To insure against these risks is vitally important, because the charter skipper alone is liable for all culpably caused damages personally, unlimited and unrestricted.**

### Damage concerning the deposit

A hull damage is a damage to the chartered boat, which was **culpably** caused by the skipper or crew. This should be (!) covered by the boat's **comprehensive insurance**, but always has a **deductible** - which is normally due per damage event.

Normally, this deductible is borne by the charter customer in form of a **deposit**. In case of damage the whole or a part of the deposit will be retained. The charter-skipper will get back this deposit as benefit of the **Charter-Deposit-Insurance**, according to the respective conditions!

#### Caution:

If the **hull insurer of the boat** claims that the damage was caused by **gross negligence**, the **hull insurance** is entitled to claim recovery from the skipper: s/he is liable for the full cost! And that can be enormous according to the value of the boat!

Of course, skippers and crew can defend themselves at a (foreign) court against the accusation of gross negligence, but at the same time they risk high legal costs.

Only an appropriate **Skipper Liability Insurance**, which bears legitimate costs, averts unjustified claims and takes over the costs, protects against that.



### Liability-Claims beyond the ship's 3<sup>rd</sup>-Party-Liability-Insurance

The boat's **liability insurance** of the charter company or owner is applicable to property damage and personal injury caused by skipper or crew to **others culpably**. In the event of damage, the charter company must be informed immediately and, in most cases, a transcription/protocol must be made by nearest port office.

The **Skipper Liability Insurance**, an invention of **YACHT-POOL**, covers the (possible and unknown) gaps that the yacht insurance of the charter yacht may have according to the conditions. The skipper liability insurance provides even more and also covers the damage to the chartered yacht, which are **not covered** by the boat's comprehensive insurance **due to gross negligence** and for which the skipper is liable to the charterer.

# Private Skipper's Insurance

## some Examples

for detailed Terms & Conditions: Please ask us!

### Skipper Liability Insurance



#### What is insured?

- ✓ The object of Skipper Liability Insurance is to examine liability claims asserted against you, to satisfy justified claims and to avert unjustified claims arising from the use of a chartered water sports vehicle. Skipper liability insurance is subsidiary, i.e. other insurance, in particular water sports liability insurance of e.g. organizers or charter companies are advancing this insurance.
- ✓ It covers the main liability risks in the private practice of water sports with a chartered / rented water sports vehicle. This includes, for example, the following damages:
  - ✓ Damage caused by you to third parties or their property as a skipper of a chartered yacht.
  - ✓ Property damage to the chartered yacht itself is exclusively insured as a result of **gross negligence**, provided that this is decided by a judicial decision or the

express consent of the insurer. The agreed sum insured can amount to up to 10 million euros. The actual amount can be found on your insurance certificate.

- ✓ In addition, it is agreed that amounts up to € 52,000, that must be paid by the policyholder abroad will be paid in advance in order to be spared from prosecution measures for the time being (penalty deposit).



#### What is not insured?

Property damage to the chartered yacht as a result of ordinary negligence or for no fault is not insured, as this is where the

hull insurance of the yacht or a charter-deposit insurance applies.

### Charter Deposit Insurance



#### What is insured?

- ✓ Insured are the charter company's claims against the insured or his crew if they are held liable for a culpably caused damage to the chartered yacht.
- ✓ In the event of damage, the insurer is liable up to the amount of the damage incurred, but no more than the sum insured stated in the insurance

application. The maximum amount that is insurable is the deposit agreed in the charter contract.



#### What is not insured?

- ✗ The regatta risk is excluded, unless it has been agreed separately.
- ✗ Engine and transmission damage are not insured.

### Charter Cancellation Insurance



#### What is insured?

- ✓ The cancellation fee that the skipper and / or crew must pay in the event of cancellation of the trip or no-show.
- ✓ If, due to the failure of the skipper, the trip is cancelled for all crew members, the entire cost of all travellers is insured.
- ✓ If a crew member fails, his pro rata costs are insured.
- ✓ Under certain conditions, additional return travel costs and the resulting additional costs are insured.
- ✓ Insured reasons for the inability to travel or their unreasonable implementation can be:

- ✓ Death or serious illness (also a Corona-Infection!) of the insured, spouse or close relative, Serious damage to the property of the insured, which makes his presence necessary.



#### What is not insured?

- ✗ Travel failures caused directly or indirectly by war or civil war events, political violence, riots, civil unrest or nuclear energy.
- ✗ Resignation from travels due to pregnancy and all associated complaints and illnesses

# Professional Skipper's Insurance

## What is a "professional Skipper"?

It is important to understand because insurance-companies **strictly differentiate** between private leisure skippers, who are only sailing on holidays for recreation, and skippers who are sailing for training and education of other skippers or simply sail to earn money.



## "Professional Skippers" are:

- Skippers, who organise the charter for a fee or for a monetary benefit or
- Skippers, who organise trips for changing crews or
- Skippers, who organise charter trips publicly (e.g. via the Internet or sailing magazines) or
- Skippers, who take over the ship's command for a fee or a monetary benefit for other charter companies
- Skippers, who take guests on their own ship for a fee.

These activities are **excluded** from the conventional Skipper-Liability-Insurance.

## The Professional Skipper Insurance from YACHT-POOL

For this reason, YACHT-POOL has developed the so-called "**Professional Skipper Insurance**" to supplement its range of charter insurance, which is specially tailored to this group of skippers. It is offered internationally and, like all yacht pool insurances, is valid worldwide (with restrictions).

It protects the skipper against the following risks:

- Personal injury to fellow sailors,
- defence and assumption of costs of unjustified liability claims
- justified liability claims of third parties and
- property damage to the chartered ship from "gross negligence"

As an additional service, YACHT-POOL provides **model contracts** for professional skippers and their crews.

The image shows three overlapping forms from YACHT-POOL. The top-left form is 'KÖJENCHARTER-Versicherung' (Crew Charter Insurance) with fields for 'Name', 'PLZ', 'Strasse', 'Beruf', and 'Handy'. The top-right form is 'CREWVERTRAG' (Crew Contract) with fields for 'Name', 'PLZ', 'Strasse', 'Beruf', and 'Handy'. The bottom form is 'Delivery Contract' with fields for 'Last name', 'First name', 'Phone', 'Fax', 'E-mail', and 'Date of planned arrival'. The forms also contain various checkboxes and text boxes for additional information.

For more information and detailed Terms & Conditions: Please ask us!

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