



Prepare for Fall Boat Shows with Financing Options

Brokers should know what's available; buyers should get pre-approved

By Peggy Bodenreider

To make the best of the upcoming fall boat shows, you need to be prepared from the start. If you're a broker or dealer, you want to facilitate a quick sale and have your resources lined up to do so. One of your resources should be Sterling Acceptance Corporation. Talk to your Sterling Acceptance sales manager about the availability of financing, what a buyer might expect in terms of down payment, interest rate, and loan qualifiers. We can prepare you with all the details, including fliers that feature your boat(s), the low monthly payment and attractive interest rate, and other items of the deal structure.

If you're a buyer, you want to negotiate the best deal – so you'd better have your financing in order. Talk to Sterling Acceptance before you buy, and perhaps even get pre-approved before you go to the show. Low fixed and adjustable rate loans are readily available, and the qualification process is quick and easy – generally we'll have a decision in 1-3 days. Here are a few guidelines to keep in mind:

- Best rates and terms are available on boats 2001 and newer
- Minimum down payments are generally 15% - 20%; rate discount may be available for larger down payments
- 20-year terms are offered on loans of \$75,000 and over; rate discount may be available for shorter terms
- Financing is available on older boats (back to 1984), though rates and terms will vary; certain regions may have flexibility in boats older than 1984
- Loans are available to US entities (LLC, trust, etc.) with personal guaranty

Some of the best values can be found at fall boat shows, and we have the details on the biggest and greatest fall 2015 shows. The fall boat show season kicks off with the Newport International Boat Show in Newport, RI September 17-20. This show features a full range of powerboats and sailboats from both domestic and international manufacturers. Visitors will find an extensive selection of marine equipment, services and accessories in a venue that spans 13 acres of historic Newport Harbor. Never-before-seen boats and products are debuted and awarded in the popular Newport for New Products program. If you harbor a passion for boating, there's only one place to be!

Trawler Fest, held October 1 - October 4 in Stevensville, MD (NEW LOCATION FOR 2015), features boats and other exhibits, seminars, demonstrations, and all the resources you can imagine to enjoy cruising aboard a trawler. This venue highlights the social aspects of boating – you'll learn a great deal from sharing stories with fellow boaters and industry professionals.

The United States Power Boat Show, held in Annapolis, MD October 8-12, will have over 100 powerboats on display and offer boaters a chance to "Take the Wheel" with an educational package on boating. October 15-18 are the dates for the United States Sailboat Show, also in Annapolis, MD, which boasts one of the largest collections of multihull sailboats, the latest in domestic and international racing and cruising sailboats, and features daily seminars and workshops.

The largest of the fall boat shows, the Fort Lauderdale International Boat Show, will be held November 5-9 in the "Yacht Capital of the World" of Fort Lauderdale, FL. This show features builders, designers, and new and used yachts of all sizes and types in seven different locations. Whether you're looking for a center console or an extraordinary superyacht or somewhere in between, this show is one you won't want to miss.

Call Sterling Acceptance before you go to the boat show or come see our smiling faces at the shows – we will help you be prepared, whether you are buying or selling!

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