

Bluewater Sailing

SAFETY! FUN!! LEARN!!!™

Est. 1978, 30th Anniversary !!
A Division of Compass Rose, Inc.

Sailing, Power & Navigation Instruction
Yacht Management and Delivery

Our Professional Instructors Average More than 20 Years Experience On The Water Boat Rentals & Yacht Charters
First American Sailing Association & International Yacht Training Facility in the World Group / Private Lessons

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CORPORATE TEAM-BUILDING or OFFSITE, **LEADERSHIP AND OTHER ACTIVITIES**

WHY BLUEWATER SAILING FOR COMPANIES?

We think “outside the box”. Our multiple programs emphasize several aspects of professional development in a natural, beautiful, and breath-taking surrounding. How can such a relaxing, unique and scenic environment provide you with additional, valuable skills and relationships necessary to succeed in the real world? One answer selected by many innovative and growing companies is quite straightforward: **GO SAILING!!**

Bluewater’s creative programs for our many corporate clients have included:

- **Corporate Team - Building** at All Levels
- **Customer Appreciation** & **Client Recognition**
- **Vendor Rewards** & **Employee Development**
- **Corporate Partnership** & **Discount Programs**

These programs are often especially tailored to each company’s specific needs.

On the water sessions offer a wide range of activities from:

- Relaxation and Seeing the World from a Different Perspective
- Strategy or Other Meetings held in a New, Creative Environment
- Working Together Within Fresh and Innovative Surroundings
- Competitive Racing

Our “Fun with a Purpose” Activities are typically scheduled as:

- ½ Day (4 Hours), sometimes in conjunction with a land based session
- Full Day (8 Hours)

NO PRIOR EXPERIENCE NECESSARY!!!

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TEAM BUILDING & LEADERSHIP

Summary

Our Sail Based Rewards and Team Building programs provide recognition for a job well done as well providing participants with valuable leadership and teamwork skills; placing work groups in a new, challenging and fun environment. We achieve this through various programs which places individuals in a new and unique setting which mimics many of the problem solving methods needed by successful business professionals.

Solutions to these challenges require leadership, intuitive thinking, objective decision-making, along with effective communication and cooperation. Each individual and work team has the opportunity to hone and implement these valuable skills under the guidance of our experienced instructors within the fun and safe environment only a sailboat in the open ocean can provide.

Often our corporate teams are planning for, in the midst of or just completed major changes within their organization. Sailing can reward and recognize such efforts in a successful manner which is often the topic of conversation within the Company for years to come.

In addition, we also offer innovative instruction, including the development of improved communications skills within a new 'language' of sailing. Nominally we are working quite closely with each of our corporate clients to specifically tailor our program to support their individual goals and specific needs.

Get away from the office and start building improved working relationships and cooperation amongst your staff, between departments and with your valuable customers!

Bluewater can help provide a relaxing and unequalled environment to meet new friends or to promote and encourage team building skills.

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TEAM BUILDING & LEADERSHIP: Sailing

Our professional instructors will work with your staff, utilizing sail education to develop and reinforce teamwork skills. Task setting and goal accomplishment techniques will be cultivated as individuals prepare to take a boat off the dock and go sailing, often for the first time and usually with everyone starting from the same base of experience. Improved communications skills will be required to organize and direct fellow team members in this new environment which requires some "out of the box" thinking. The crew will be able to develop and bond under new, unique conditions which will challenge them to adopt new and successful techniques of operating with their co-workers.

You can select a wide range of interaction and involvement as we offer a broad spectrum of opportunities which can range from:

- a) simply sitting back and enjoying the day while allowing
our qualified Skipper / Captains to do all the work or
- b) casually participating, 'steer the boat', 'pull a line', have some fun "learning the ropes" or
- c) developing a bit of competitive racing (please refer to subsequent pages)

We usually tailor our program to meet your specific needs:	
linkage to shore based training	corporate hospitality
employee rewards	client recognition
team development	working together
SEE THE WORLD and CONDUCT BUSINESS FROM A COMPLETELY NEW and DIFFERENT PERSPECTIVE !!	

BLUEWATER'S PROFESSIONAL GOALS: SAFETY! FUN!! LEARN!!!™
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TEAM BUILDING & LEADERSHIP:

Racing Regatta

These sessions are similar to the Sailing session described above for each individual boat but are designed to be a bit more competitive between two or more boats. After some introductory training with boat handling, sailing and racing concepts, our experienced captains will assist your teams to develop strategies for success in a new type of competitive environment. Our most popular sessions generally fall into one of three types of matches:

- one department against another;
- one corporate division against another;
or (our most popular)
- blending together teams of people who have never worked with each other.

We often recommend that everyone on the team have the opportunity to serve at all positions on the boat such as skipper, strategist, helm's person, main or jib sail trimmer, etc. These sessions are designed to be both instructive and fun.

Our initial suggestion for new clients wishing to 'think fast' & 'go fast' is to race North along the coast of California. This allows us to combine a bit of racing and team discussion along with some sightseeing along the way. It's a very popular program which quite nicely bridges the gap between pure sailing relaxation as described in the prior section and the more aggressive racing described below.

Returning corporations have occasionally requested something a bit more challenging. For these groups we have established a more aggressive race course which takes us straight off the coast. People must work harder in these events but the payoff is usually higher adrenaline with closer crossing between race boats!!

“All sailing racers (and businesses) want is a fair and unequal head start !”

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TEAM BUILDING & LEADERSHIP: Racing Regatta

Many of the skills necessary to be a successful sailor, particularly in racing at sea, are quite similar to those talents necessary to maximize the value of outstanding corporations.

Here are just a few of the challenge areas that our clients have asked us to productively address with them.

LAND BUSINESS	SAILING "BUSINESS"
Opening a new factory, plant or office in a new environment, often needing new skills & people.	Learning new sailing skills within a completely new and fun environment.
Establishing competitive strategies and marketing plans.	Determining best strategies to optimize boat speed and movement towards destination.
Team effort with the same plan to maximize performance.	Working together at helm (steering), navigation, and sail trim to optimize speed.
Nimble responding to changes in the competitive marketplace.	Anticipating and changing boat operations due to wind changes.
Improve problem solving and communication skills.	
Create and successfully execute a strategy to 'sink' the competition.	
Develop partnerships and teamwork.	
Build new relationships between employees, teams and customers.	
Achieve improved productivity and a competitive advantage.	
Solve new or unanticipated problems as a team.	
Satisfaction and self-confidence at achieving a successful, productive outcome.	

**"Assisted & Guided by Bluewater's Captain / Skippers / Instructors
who average more than 20 years experience on the water!"**

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CORPORATE PARTNERSHIP & DISCOUNT PROGRAM

Bluewater Sailing's Corporate Partnership Program has also been very successful within the Corporate Community to support the recreational needs of their employees. It provides an opportunity for management to establish corporate charters as venues for:

- business meetings
- team building sessions or
- incentive program to acknowledge outstanding employees for exceptional performance
- unique customer contacts

The discounts offered by Bluewater are based on an assumed business volume and are typically re-evaluated on an annual basis. In addition to the reduced pricing offered by Bluewater, one of our corporate partners also underwrites their employee participation by subsidizing their program via a series of corporate co-payments which shares the expense with their employees. This results in a further reduction in the costs incurred by their employees for classes and charters.

Over the years Bluewater has dealt with many business organizations from a variety of countries along with their outstanding employees in order to assist them with their sailing needs. We look forward to working with you to further improve your customer and employee relationships through on the water safety and fun!! Please contact us for details.

COMPANY BENEFITS

Hone Leadership Skills	Learn to Adapt in a Unique and Fast Paced Environment	Build Lifelong Memories
Strengthen Cooperation and Teamwork	Share and Assign Tasks and Duties	Wide Range of Training Opportunities

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CUSTOMER, CLIENT, VENDOR & EMPLOYEE DEVELOPMENT

Sailing provides a great opportunity to get away from the office and strengthen relationships with an unforgettable time on the water. Bluewater can offer a relaxing and unique environment to improve working relationships and cooperation amongst your staff. Escape the hustle and bustle of Los Angeles for some quiet time with your important business contacts, a unique team-building, off-site experience which they will recall for many years.

Bluewater provides you with one or more beautiful boats along with a qualified, professional captain who can safely provide you with a tremendously memorable business experience. Sail North or South along the coast. Give yourself the chance to see Santa Monica Pier, Venice Beach, Los Angeles, the Getty Center and perhaps the Hollywood sign from a completely different perspective. As a certified sailing school, Bluewater can also offer you the option to learn a little bit about sailing, racing or you can just sit back and enjoy the day.

We can create a program tailored to your specific needs.

Please call us to discuss how we can help your business be more productive!

In our 30 years of business since 1978, we have been constantly expanding our corporate client base. Many of our satisfied corporate clients have returned to seek the benefits of our exceptional programs on a repeat basis!!

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TYPICAL CORPORATE ½ DAY OF SAILING

20 - 30 Minutes Before Start	Arrival and Check-In at Bluewater Office (we don't want any administrative issues to eat into your sailing time !)	
Start (quickly done)	Introduction of Skipper(s) Review of Day's Program If Applicable => allocation / assignment of teams => review of race course	Safety Briefing
1 st Half Hour	Board Vessel Get Underway and Go Sailing!	Safety Familiarization
Hours 1 & 2	High excitement; people exhilarated about being out at sea. Great interest in driving the boat, seeing the sails raised and trimmed, watching the shoreline pass by while looking for sea or bird life as we travel up the Coast.	
3rd Hour	Generally Snack Time! Take a break and get even more relaxed out on the water, including the racing teams. High time to search for the ever popular sea lions that often accompany our trip.	
4 th Hour	Traveling back, enthusiasm builds again as we enter the harbor, especially for those racers focused on the finish line! Re-living the memories!! Waving to other people on shore. Return to the dock, often with team photographs!.	
Typical Sights Often Seen During Cruise:	Marina del Rey: boats of all shapes & sizes Venice & Santa Monica Beaches Century City, Getty Center, Pacific Palisades & Malibu Often the occasional sea lion or pod of dolphins!!	

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TYPICAL CORPORATE ½ DAY OF SAILING

TYPICAL AGENDA OPTIONS		
AM	PM	Late PM
Shore Based Team Building or Standard Work Day	Bluewater Sailing Fun!	Reception, Dinner or Release to Go 'Home'
Bluewater Sailing Fun!	Luncheon and / or Shore Based Team Building	Reception, Dinner or Release to Go 'Home'

TYPICAL FOOD & BEVERAGE OPTIONS	
Food: Recommended	Box Lunches, Chips / Vegetables & Dip, Snacks, Finger Foods
Food: Not Recommended	Anything that requires preparation or heating.
Beverage (non alcoholic)	Water, Soft Drinks (regular & diet) Carbonated, regular Ginger Ale is particularly good at sea.
Beverage (alcoholic)	Beer, White Wine or Champagne is just fine. Bluewater says: No Problem but Not Required..
Beverage Request	We just ask you to stay away from: a) dark colored beverages such as Red Wine or Cranberry Juice which can stain the boat. b) glass bottles
Food & Beverage	a) usually supplied by hotel location or meeting manager b) can be quoted by Bluewater Sailing, but this is a somewhat rare event

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CUSTOMER, CLIENT, VENDOR & EMPLOYEE DEVELOPMENT

Recently, our corporate clients have included: **(many have returned for multiple occasions !!)**

- Abbot Laboratories
- Access California
- A & E Network
- Aer Lingus
- Aloha Beach Camp
- Altiris Inc.
- Amgen
- American Express
- AOL
- Archdiocese of Los Angeles
- ATM Flyware
- Australian Radio Networks
- Bensussen Deutsche & Associates(BDA)
- Berkshire Mortgage
- BetterSex.com
- Black & Decker
- Blue Cross & Blue Shield
- British Petroleum
- C Beyond Communication
- Center City Film & Video
- Charles Stone, Inc.
- Cisco Systems
- Command Performance
- Concord Records
- Countrywide Real Estate
- Crossroads
- Crossroads Hospitality
- Democratic National Committee
- Destination Concepts
- Disney
- Distinction Magazine
- Deutsche Bank
- Earthlink
- El Camino College
- Ernst & Young
- European Radio Networks
- Flight Centre

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CUSTOMER, CLIENT, VENDOR & EMPLOYEE DEVELOPMENT

Recently, our corporate clients have included: *(many have returned for multiple occasions !!)*

- Galderma
 - GBC
 - General Mills
 - Global Client Event Marketing Group
 - HBO Film Productions
 - Herman Miller
 - Hi Shear
 - Homestore
 - Honda
 - IAC Partner Marketing
 - Image Locations
 - ING Direct
 - In Motion Hosting
 - Interstate Hotels & Resorts
 - Irise
 - Jam Dat
 - JP Morgan
 - Johnson & Johnson
 - KPMG
 - LaSalle Business Credit
 - Manhattan Capitla
 - Marina del Rey Chamber of Commerce
 - Marina del Rey Hotel
 - Medtronics
 - Melvany & Meyers
 - Meeting Manager
 - Merrill Lynch
 - MGM Transformers
 - Monsanto
 - NASCAR
 - NBBJ
 - Nestle
 - Neutrogena
 - Nissan
 - Paul Diskin LLC
 - Pennant Foods Corporation
 - Playboy Magazine
 - Pepperdine University
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CUSTOMER, CLIENT, VENDOR & EMPLOYEE DEVELOPMENT

Recently, our corporate clients have included: (*many have returned for multiple occasions !!*)

- Physician's Service & Supply (PSS)
- Pomona College
- Popular Mechanics
- Price Waterhouse
- Princess Cruise Lines
- Production Pros
- PSS
- Quantas
- Radical Media
- Roche Pharmaceuticals
- Roell / Sebia Corp.
- Skyline Construction
- Southern California Edison
- Sprint
- Staples
- Sullivan & Cromwell
- Symantec
- Target
- Taste Buds Events
- Tango Magazine
- Ticketmaster
- Toyota
- Trust Company of the West (TCW)
- Tumbleweeds
- TuTv
- Urban Land Institute
- University of Southern California (USC)
- Univision
- USC
- Viceroy Hotel
- Victoria's Secret
- Virgin Atlantic Airways
- Vivendi Universal Studios
- Wendy's
- Weston Benshoof LLP
- Whole Food
- Zurich America Insurance
- Zurich Environmental

Please also see
our extensive listings for
Television, Radio
& Film Projects ,

which has included CBS, NBC's 'Today Show',
MTV and many other programs.

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BLUEWATER'S TEAM-BUILDING & LEADERSHIP COORDINATOR

Bluewater's cutting edge program was developed by Peter W. Damisch. His experience includes:

E D U C A T I O N

- Northwestern University, J.L. Kellogg Graduate School of Management MBA / MM with distinction.
Graduated #1 in Primary Major: Management Strategic Policy & Environment; also Finance, Intl. Bus.
- U.S. Naval Nuclear Power School & Prototype Training Unit
MS(e) Nuclear Engineering. Certified: Professional Nuclear Chief Engineer.
- United States Naval Academy - Annapolis, MD
B.S. Aerospace Engineering. Merit, Dean's, & Superintendent's Lists. President: AIAA

U . S . N A V Y

- Captain, United States Navy, Retired
- Assignments Include: Four Tours of Duty as **Commanding Officer** & Two Tours as **Executive Officer**
- Awards Include: **Legion of Merit**, Defense Meritorious Service Medal, Navy Commendation Medal (s)

S A I L I N G

- United States Coast Guard **Captain's License** / U.S. Merchant Marine Officer
- International Yacht Training (IYT) *Examiner* (sail & power) & *Certified Instructor*
First IYT Examiner / ASA Instructor Evaluator in the World
- American Sailing Association (ASA) *Instructor Evaluator* (IE) & *Certified Instructor*
One of few IE's certified to teach / evaluate both Students & Instructors all Primary ASA Levels

B U S I N E S S

- **Bluewater Sailing: Managing Director & Senior Instructor**
Established first ASA & IYT certified school in the world, as well as ASA Gold Star School
Led 27 year company through 800% growth during first 6 years
- **President & Chief Executive Officer** **Vice President & General Manager**
Multiple Corporations, including two publically traded on NASDAQ.
- **Program Director / General Manager** **Senior Management Positions**
Multi-Billion dollar international corporation listed on NYSE.

P E R S O N A L

- **First Wedding in History:** South Georgia Island, Antarctic & Partial Shackleton Crossing
- **Author:** Ice Ageless: An Illustrated Encyclopedic History of the Antarctic

Bluewater Sailing 13505 Bali Way, Catalina Yacht Anchorage, Marina del Rey, CA 90292
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