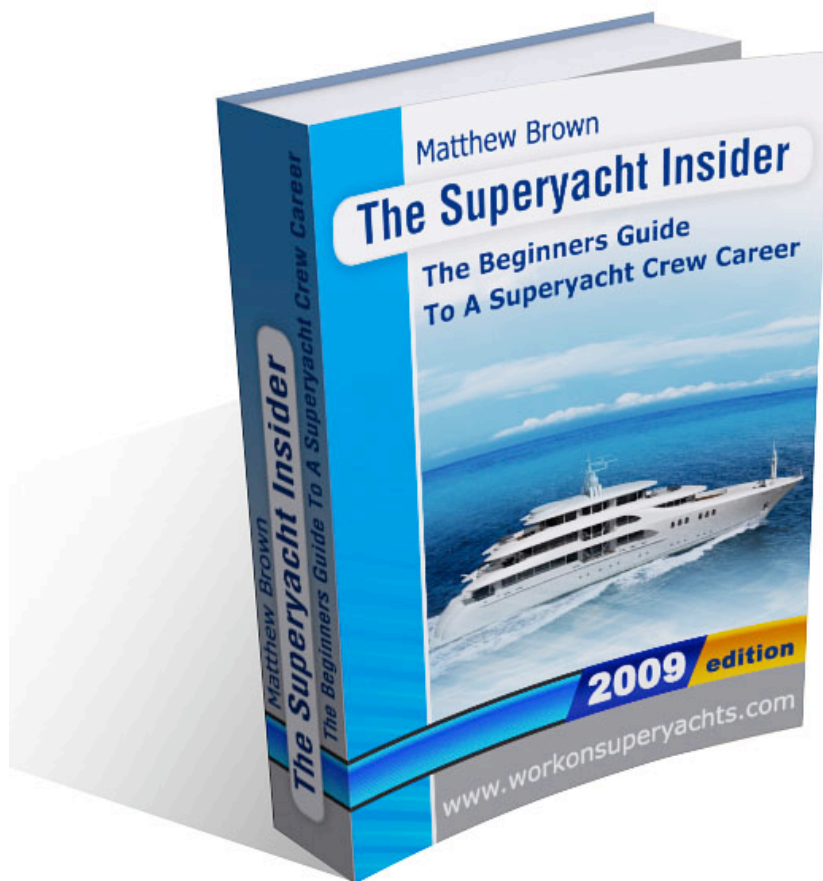


# "THE 5 MOST COMMON MISTAKES NEWBIES MAKE WHEN IT COMES TO GETTING JOBS ON SUPERYACHTS!"



**\*\* Exclusive Free Report To Subscribers Only \*\***

-- Preface --

Dear Subscriber,

Thank you for downloading this report. I'm sure it will help you understand a little more about the superyacht industry and how to avoid making the mistakes that so many newcomers to the superyacht industry make when they first start out.

Before we get into the details though, I would like to tell you why this report was written...

You see, when I started blogging and writing about the superyacht industry, I was literally inundated with emails from hundreds of readers all asking for help on how to find work on superyachts.

Eventually, I just didn't have the time to reply to everyone – so as a result I decided to write this report to help newcomers to the industry, understand the mindset of crew agents and potential employers during the superyacht crew recruitment process.

Please note that at the end of the report I'll be offering something to you that I hope you will be interested in...

Best regards,

A handwritten signature in black ink that reads "Matt". The signature is written in a cursive, slightly slanted style.

**Matt Brown**

-- Begin Report --

One of the most important lessons I think any “industry outsider” learns when they join the industry, is that crew recruitment agencies and potential employers will always be trying to figure out if your profile fits into a Hollywood type market like the superyacht industry.

After all, this is the professional yachting scene and who wants a rotten egg on deck, right?

So here's the deal - first impressions count and experience has shown that you only have one chance to get it right.

**MISTAKE #1:**  
**Not Knowing That We're Actually  
In A Form Of Hollywood**

As much as I hate to stress it - the industry is looking for a certain image when hiring crew.

What ever you do, never make the mistake of looking unprofessional or like you're totally new to the industry.

Basic things like your appearance and how you dress will go a long way to set you apart from the thong-wearing hippie that bounced in off the street and is just looking to make a quick buck before he heads back to do another ski season.

You'll laugh, and maybe you'll think I'm joking with you, but some guys just don't "get it".

I remember one guy (let's call him Joe) actually arrived at the back of my yacht with a skateboard in hand, wearing three-quarter pants, a tank top (vest), slops (sandals) and sporting a generally scruffy appearance - then comes the question, "Hey dude, do you, like, have any daywork, man?"

The Captain and I heard this while standing on the aft deck of a multi-million dollar superyacht - and we couldn't help but chuckle to ourselves about the mindset of this "wannabe" crewmember.

This nonchalant attitude will ALWAYS get you a negative response and the work will inevitably go to someone who looks like they know what the superyacht industry is about from a crewing perspective.

Here's the point of all this...

The superyacht industry, while it may seem like a shirt off and casual environment from the outside, it is really something entirely different - so please, don't make the same mistake as Joe and remember that this industry is very professional by nature and is looking for a particular type of crewmember.

Simply wearing a neatly pressed polo shirt, smart navy or khaki shorts and appropriate shoes will go a long way to helping you succeed.

It's all about perception and ultimately you are responsible for ensuring that it's as 'picture perfect' as possible.

## **MISTAKE #2:**

### **Thinking You Know It ALL Already**

The one aspect of being a superyacht crewmember is that you NEVER stop learning.

Yet, I've met many inexperienced guys who parade themselves on deck thinking they have *all* the skills and knowledge they need to be a superyacht crewmember.

But this attitude will almost certainly come back to haunt you and I've seen it more often than not in the totally "green" guys and girls who are looking to work their first season on superyachts.

Here is a secret that many industry outsiders will not be aware of until it's too late...

An increasing number of Captains these days are giving ropes to candidates in job interviews and asking them to tie certain knots to see if they can back up this attitude with solid 'know how'...

Trust me on this one - you DO NOT want to come across as totally inexperienced in an interview - especially when you first start out in the industry.

See, with so many prospective superyacht crew looking for work these days you *cannot* afford to miss out on any job opportunities. Imagine being without work for two months after blowing a simple knot like that in an interview with a Captain? Ouch.

So here's the lesson... knowing how to perform general tasks on a boat will let an interviewer know that you are not out of your depth and that you have some basic sailing knowledge.

But perhaps most importantly of all, it demonstrates that you have *the right attitude* and a genuine interest in learning what it takes to make it in this industry.

Initiative counts for a lot in the eyes of a superyacht Captain - so if you don't know how to tie basic knots I suggest going down to your local Chandler or hardware store, pick up a piece of rope and get busy learning!

## **MISTAKE #3:** **Under Estimating The Importance Of An Agency Interview**

Crew recruitments agencies play a big part in deciding whether you make it to a job interview or not.

See, when you first start out one of the critical things you won't have is a large network of contacts in the superyacht industry and until you have established one you unfortunately have to rely quite heavily on crew recruitment agents to get you an interview with a Captain.

This goes a long way to explaining the queues of people standing outside the agencies in Antibes for days at a time, which leads me to my next point...

When competing for the headspace of an agent with up to several hundred other aspiring superyacht crewmembers - you have to realize that everything you do when you step into the office is noteworthy.

This can either be used to your advantage or you can make the mistake like most other newbie's and blow your chances right from the very beginning.

So how do you leverage this?

Well, it's so easy yet somehow - superyacht newcomers amazingly still get it wrong. How you look, project yourself and the manner in which you deal with crew agents will make or break your chances finding you work and here's why...

All agencies keep a personal record of you on their system. If you are rude, have a scruffy appearance or simply "don't have the right attitude" - this will all be noted in your profile.

Agencies then use this as a reference to decide whether you or another crewmember should be put forward for a position.

So remember to *always* be conscious of the image you are portraying to those who are in a position to help you find a job on a superyacht.

## **MISTAKE #4:**

### **Ruining Your Reputation...In The Bar**

News in the superyacht industry travels incredibly quickly.

Superyacht Captains and crew hangout in the same places you do - 'yachtie bars' are a classic environment where new and aspiring crewmembers can lose their credibility in an instant... it's been known to happen and frequently does.

Keep this in mind when you are about to tuck into your fourth beer of the hour while out in a place where potential employers also come to socialize (think The Blue Lady in Antibes or Waxy O'Connor's in Fort Lauderdale).

Remember to be aware of who is around you at all times - you really want to avoid saying the wrong thing at the wrong time in the vicinity of someone who could ultimately decide on whether you're the right person for the job.

Here is a case in point...

When on my STCW '95 training there was an Australian Chef (let's call him Wally) who was looking for his first gig on a yacht and after a couple days it became fairly obvious that this boy liked to drink.

Well, one night he went out and got totally hammered and missed the bus heading to the STCW class the following morning.

Then the "unstoppable chain of events" ensued...

The training company holding the course was actually Blue Water who also runs one of the largest crew agencies.

So, after missing the bus (and still pissed) Wally then walked into Blue Water Crew and asked to speak to the principal trainer to explain the situation...

They took one look at him and told him to go home – not only that, but they refused to issue him with his STCW '95 certificate.

In one night he managed to ruin his entire reputation and along with that, any number of possible job opportunities.

## **MISTAKE #5:**

### **Working With A CV / Resume That Leaves Agencies And Captains Thinking You're Going To Have NO CHANCE At Finding Work**

I can tell you first hand that Captains and 1st Officers/Mates responsible for employing crew see hundreds of CVs a year, and for this reason they are quick to bin any CV that they do not like the look of...

While this sounds harsh, you have to stop and think about the position that they're in – employers have a surplus of people looking for work and therefore they can be absolutely ruthless when reviewing candidates CVs.

When you first start out, there are a myriad of mistakes you can make with your CV. The most common errors are things like:

- How long you held your last position
- Incorrect formatting and or missing information
- Using an unclear or inappropriate photo
- Lack of references

And the list goes on...

See, at the end of the day - it is your responsibility to create a competitive advantage, and ultimately the place where you can leverage this most, is by creating a killer CV that will crush the competition.

The devil as they say is in the detail.

-- End Report --

Thanks for taking the time to read this report - I hope you have found it helpful.

But before you go...

I have a favor to ask you ☺

I'm sure you have questions at this stage so what I would like you to do right now, is to post your questions and comments at this link:

<http://workonsuperyachts.com/members/?p=392>

I really want to hear from you... so please open up your web browser right now, copy and paste the link above and then type in a quick response with regards to the following:

**If there were two reasons why you wouldn't join the superyacht industry what would they be?**

**OR**

**If there were two things you would like to know about the superyacht industry what would they be?**

With so many readers, I can't guarantee a personal response... but I can guarantee that I will personally read your comment.

So go ahead and let me know - what are the two most important things you need to know about working as crew on superyachts?

That's all for now...

Wishing you success.

A handwritten signature in black ink that reads "Matt". The signature is written in a cursive, slightly slanted style.

**Matt Brown**