



FLOATING_{LIFE}



Welcome

INTEGRITY, QUALITY AND EXPERTISE

Floating Life has been creating a new standard in the yachting industry since its inception in 2002.

Floating Life can be compared to a refined boutique, dedicated to yachting, where our Clients receive our thorough commitment and bespoke in-house services so that their needs, and those of their vessels, are constantly met.

We are a group of highly efficient and experienced professionals, experts in each specific sector of yachting, guaranteeing 360° technical-administrative management of the Yacht, delivering round-the-clock, worldwide effective support.

Floating Life fosters a high-energy culture.

Floating Life



A background image of a man and a woman relaxing on a boat. The man is in the foreground, looking down, and the woman is behind him, smiling. The background shows the sea and a red vertical bar at the top.

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MANAGEMENT

ACCOUNTING & FINANCIAL ADMINISTRATION
CREW SUPPORT - TECHNICAL MANAGEMENT - INSURANCE SUPPORT
INTERIOR & EXTERIOR FOLLOW-UP REFURBISHMENT
LOGISTICS & PURCHASING

The Floating Life Yacht Management Team is richly experienced in all aspects of Yacht Management. Our specialists will guide and support Owners and Captains in Accounting and Financial Administration, Crew Support, Technical Management, Insurance Support, Interior and Exterior Follow-Up Refurbishment, Logistics and Purchasing.

In compliance with the International Organization for Standardization (ISO) standards, **we are certified ISO 9001:2015** in quality management system for the services we provide in Yacht Management.



Accounting & Financial Administration

Our account personnel has extensive experience that allows us to provide an accurately predicted budget, set-up an appropriate accounting system and analyse expenditure. We provide a realistic operating budget based upon our assessment of the Yacht and her planned usage. We train Captains to familiarise them with procedures. We arrange for delivery of funds to the Yacht and payment to suppliers. We also monitor all expenditure, supply detailed and transparent monthly/quarterly accounts to the Owners.

- Advising on any regulatory changes affecting Yacht operations
- Arranging money transfers to Captains for on-board expenditures
- Arranging payment of Yacht expenses worldwide
- Checking bank accounts and credit cards statements
- Checking Captains' monthly accounts
- Checking invoices and disbursements of all goods and services
- Establishing and maintaining Yacht bank accounts
- Input on annual budgets and financial planning
- Preparing annual financial reports
- Preparing quarterly statements, along with expenditure analyses
- Processing wire transfers for payment of invoices
- Set-up and management of financial software

If the Yacht does charter activity, we do arrange charter APA's.





Crew Support

Floating Life Yacht Management provides a Crew management service to support in the smooth and effective running of Yacht human resources, such as: verifying qualifications, monitoring certification & medical insurances, travel expenses, handling contract negotiation, defining objectives and performance assessment.

We assist in Crew recruitment to ensure the best-suited Crew are selected.

- Advising Captains on MLC requirements
- Assisting and liaising with Captains on employment disputes
- Assisting Captains in Crew placement
- General Crew administration, support and repatriation
- Handling of Crew medical insurance, accidents and claims
- Issuing Captains and Crew contracts
- Receiving, handling and forwarding Crew mails
- Verifying and renewing Crew certificates of competency and licences

Crew payroll services based on flag jurisdiction are also provided as a separate service and upon request. Crew contracts management and payslips issuance will vary according to Crew on-board.



Technical Management

To protect the value of Owners' assets, Floating Life Yacht Management Technical Team assists in maintenance and refitting of Yachts. Yachts conditions are monitored constantly through recurrent visits on-board and using job lists to schedule maintenance works with shipyards, subcontractors and Crew. We assess experience and skills of all companies carrying out the work to ensure the best and most cost-effective results.

- Appointing competent personnel to oversee the maintenance and efficiency of the Yacht
- Appointing surveyors and technical consultants as necessary
- Arranging supply of necessary materials and spares, if required
- Assisting on-board engineering staff with shipyards specifications and troubleshooting
- Planning maintenance schedules with review of their effectiveness with periodic inspections
- Visiting shipyards during routine dry-docking





Insurance Support

Floating Life Yacht Management assists Owners in finding the most suitable insurance according to their usage and operational areas.

- Administrating insurance policies
- Arranging insurance covers for the Yacht and Crew
- Handling of claims relating to the Yacht, Crew and supervision of repairs



Interior & Exterior Follow-Up Refurbishment

We support Owners and Captains in furnishing the Yacht with all items needed (furniture, fabrics, galley utensils, display objects). Our experts meet with Owners and Interior Crew members to assess spaces to take notice of their requirements and tastes. Thanks to our extensive number of suppliers, we can provide a wide-range choice at convenient prices.



Logistics & Purchasing

Floating Life has developed a Client-oriented logistic service by drawing on considerable experience gained in the management business. The logistic side of the service focuses on the Yacht's needs. General support is given to Captains and Crews with customs clearance, cruising permits, shipping and port agents.

- Customs handling
- On-board deliveries
- Searching and procuring spares
- Suppliers comparative analyses





CHARTER & BROKERAGE

CHARTER
MANAGEMENT - MARKETING SERVICES
RETAIL EXPERTISE - EVENTS & BOAT SHOWS
SALE & PURCHASE

The Floating Life Charter & Brokerage Team provides support in Charter Management, Marketing Services, Retail Brokerage, Events and Boat Shows as well as Sale and Purchase.

Being a MYBA (Mediterranean Yacht Brokers Association) Gold Member, the leading brokers' association in the world, allows us to have access to approx. 1,500 Yachts worldwide from 24-meter to 100-meter length, enabling us to add your Yachts to the international brokers panel yachtfolio.com.



CHARTER - Management

Our commitment is to manage the charter booking process on behalf of Owners in order to maximise their net income while respecting the Owners' personal use of the Yacht.

We coordinate with specialised agencies to place the Yacht on the charter market, manage communication activities, events and mailing lists to promote the Yacht. We do also advertise the Yacht not only on our website, but also on major specialised yachting websites, including social media channels. We handle contractual matters, receive and manage the commission on the Yacht account. We deal with logistics and administration during the charter period and we manage the final verification of expenses chargeable to the charterer or the Owner.

When acquiring a new Yacht, we benchmark her to truly assess her market value. We analyse charter Yachts with similar characteristics (builder, year, number of cabins, etc.) and take into consideration their area of activity and charter fees. We then suggest Owners homeport and charter area for the upcoming season as well as possible charter fees.







CHARTER - Marketing Services

We offer wide-ranging charter services and brokerage support to successfully promote the Yachts we manage. Our strong in-house Charter & Brokerage Team, together with top international specialised agencies, deliver extensive digital and print campaigns to promote the Yachts.

We provide One-On-One presentations to a selected international network of brokers as well as to an extensive database of high-net-worth clientele, we create and spread news when attending Yacht Shows, we organize open days and sea trials on behalf of Owners to promote their Yachts. These are just some of the services we provide.

We put in place advertising strategies, from web promotion on numerous charter and partners' websites thanks to the use of dedicated websites as well as our own channels and database, to tailored and dedicated communication actions to our Clients, prospects contacts, intermediaries and partners. We inform them about current offers and important updates on the Yachts.



CHARTER - Retail Expertise

Our Team of experts takes at heart all of our Clients' requests. Upon receiving an enquiry, we work hard to find the most accurate deal on the market. We listen to our Clients' needs and requirements while scanning for possible matchings by providing a list of options. In order to suggest the most accurate pair and to ascertain that the Yachts match their descriptions, our Team visits them before submitting a proposal to our Clients. We also allow Clients to inspect the Yachts accompanied by our brokers. Once the Yacht has been selected we follow up with the charter agreement, we define their itinerary and work on their preferences form. Lastly, one of the perks of being a Floating Life Client is that you benefit of our Concierge service 24/7.



CHARTER - Events & Boat Shows

We participate in Boat Shows and dedicated Events in order to promote the Yachts and scout new assets for our Clients. Where possible we strongly recommend featuring your Yachts at one or more International Boat Shows.

Boat Shows we participate in throughout the year are:

- Antigua Charter Yacht Show
- Boot Düsseldorf
- Cannes Yacht Show
- Dubai International Yacht Show
- Fort Lauderdale International Boat Show
- METS Trade
- Monaco Yacht Show
- MYBA Charter Show
- Palma Superyacht Show
- Singapore Yacht Show

Some of the Events we participate in throughout the year are the World Superyacht Awards, Superyacht Design Awards, Loro Piana Regatta, but also organize some such as the Floating Life Captains' Meeting that takes place once a year.



SALE & PURCHASE

We look for Yachts to buy on request and on behalf of our private Clients and international brokers. We deal with buying and selling, negotiating on behalf of our Clients, taking care of all administrative and legal aspects, right up to delivery. Our services include, but are not limited to Marketing Services, Consulting and Evaluation.

At Floating Life, we are strongly committed to protect our Clients' interests while supporting and guiding their choices in the matter of selling and purchasing. We guarantee the highest professional level in: certification and documentation review, recommended work lists, technical and safety audits, anticipated operational budgets & charter revenues, closing of paperwork.







CONCIERGE

AMENITIES
HOSPITALITY
ON & OFF-SHORE PLANNING

The Floating Life Concierge is dedicated to enhance the travel experience. Genuine care and comfort is the highest mission to embody a true home ambience far away from home. Continual improvement, to make a difference every day and fulfil even the unexpressed wishes and needs of our Clients, their families and guests is our daily commitment. Should you wish to live your experience right from your doorstep up to boarding the Yacht, we do provide bespoke services to accompany you from and to your residence. Our exclusive 360° and 24/7 in-house service is available for our Clients, whether that be on or off-board. Just trust us with the details.



Amenities

From provisioning services such as local fresh ingredients and vintage wines to your favourite flowers and arrangements for that special occasion or just because it is that meticulous detail that heightens the sense of luxury to enliven the ultimate experience on-board. Our knowledge and experience of logistic procedures helps us ensure that orders are delivered quickly and efficiently. Our meticulous attention to detail is what defines us and keeps our Clients coming back. On a more technical side, we do also book berths and provide bunkering services during your cruises.





Hospitality

With our extensive list of contacts all over the world we secure sought-after reservations at the most magical fine dining places around the globe.

Get the perfect hair and make-up for an exceptional celebration, treat yourself with a manicure, pedicure or any other beauty treatment while enjoying a glass of champagne in the saloon. Or allow your body to relax, unwind and stimulate your senses with exquisite fragrances and massages in the privacy of the Yacht, on her sundeck or in a world class spa.



Should you be in need of an adult-night only, we will screen and recommend you the highest qualified candidates to take care of your little ones. A proven track record, employment references and relevant qualifications are obligated before presentation. Once a Client has been matched with a nanny we make regular contact to ensure the relationship is developing well. Of course, all your favourite professionals are kept on file for future needs.



On & Off-Shore Planning

Nobody likes queuing at the airport security and embarking.

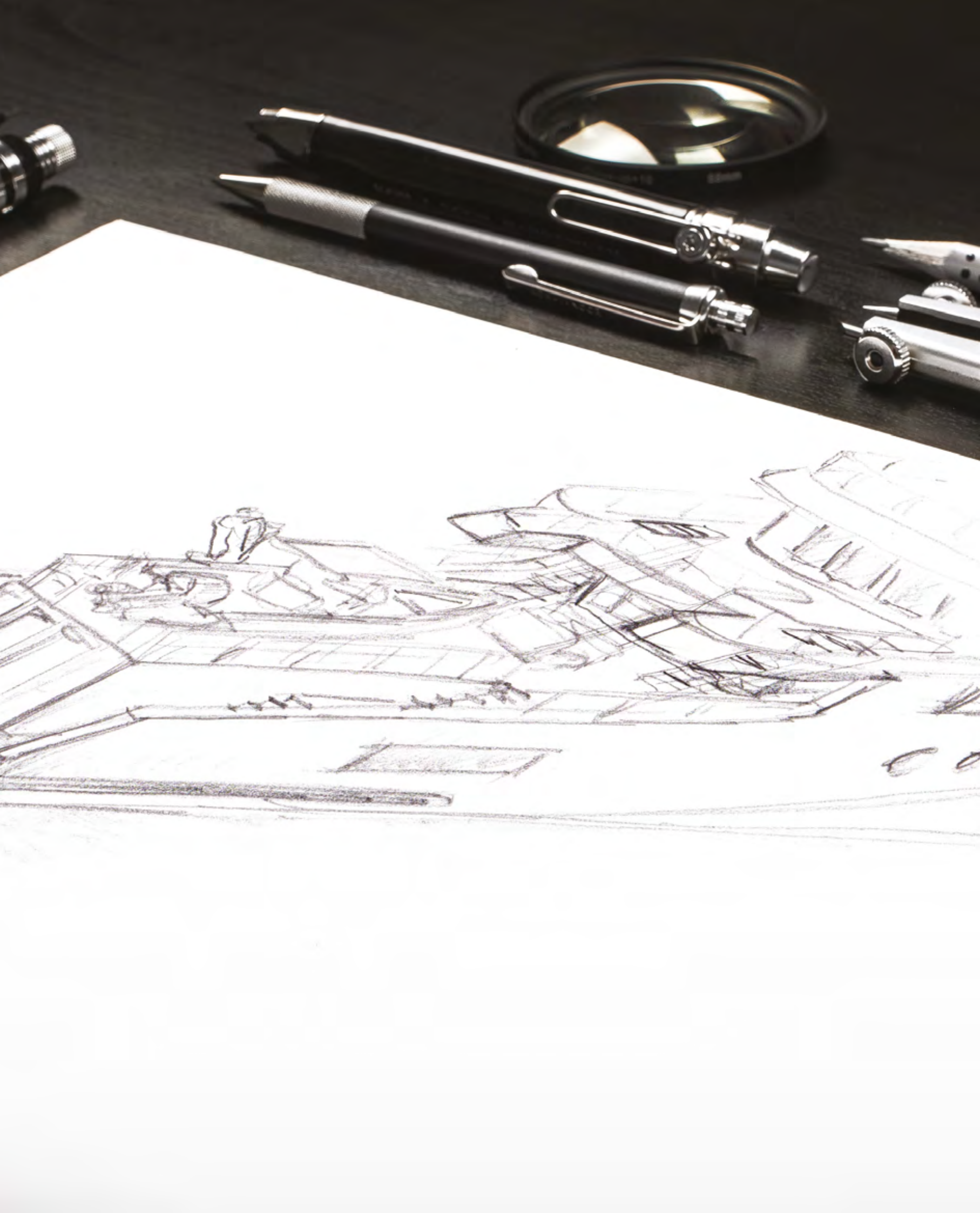
A plane that meets your expectations with immaculate on-board services, space and specific amenities, these are just few advantages of a private jet. Sit back, relax and arrive at your destination without stress. Your flight to and from the airport of your choice whenever it suits you.

After a long and exhausting day our limo service will bring you comfortably to the local airport, your villa, your Yacht or anywhere you may need to go. In case you would like to explore the city or drive the scenic coast in style, we also offer private guided city tours and a wide range of prestigious vehicles from leading luxury car manufacturers with or without chauffeur.



We recognise that our Clients want to step onshore looking their best, we provide tenders that give a smooth ride protecting you and your guests from spray. Though our Yachts carry a wide range of tenders, each suitable to different needs of Clients and Crew, all providing exceptional performance.

Keeping up with the latest trends and safety measures ensures us that our Yachts have a stable of fabulous water toys, which guarantee memorable thrills. Not just for the kids, our wide variety of toys will reveal the inner-child in even the most sensible adults.





BUILD & TECHNICAL

EXPERTISE - EXTERIOR & INTERIOR DESIGN
INTERIOR & EXTERIOR START-UP PURCHASING
NEW CONSTRUCTIONS - PROJECT MANAGEMENT & REFITTING

Over the years, we have been actively involved in the construction of new Yachts, refits and surveys to support Clients in either selling or purchasing their vessels. This experience has broadened our expertise greatly in New Constructions, Project Management and the technical field. We have consequently evolved a special division uniquely to cover these aspects of the yachting industry with our dedicated Floating Life Build & Technical Team.





Expertise

We can offer an appraisal service to support legal departments, financial departments and private Clients, delivering a prompt service and advice on the most complex technical, regulatory and valuation matters. We provide extensive range of consulting and surveying services thanks to our qualified engineers and yachting professionals.



Exterior & Interior Design

Our experts meet with Owners to understand their style and requirements. We advise, assist and collaborate with Owners through every step of the construction period to guarantee that only the very best results are achieved.



Interior & Exterior Start-Up Purchasing

We support Owners in furnishing the Yacht with all items needed (furniture, fabrics, galley utensils, display objects). Our experts meet with Owners to assess spaces to take notice of their requirements and tastes. Thanks to our extensive number of suppliers, we can provide a wide-range choice at competitive prices.



New Constructions

Our in-house Technical Management Team has the competence and passion to guide and support Clients in every nuanced detail of custom Yacht build. We follow a project from the Yacht conception that would best represent and suit the Owner, through to construction at a worthy shipyard.

Upon project completion, we take on the management of the Yacht. We have strong and reliable relationships with leading naval architecture studios and designers, as well as with the most prominent shipyards to guarantee our Clients' attention to detail and the achievement of their exact requirements.



Project Management & Refitting

Having handled several construction projects over the past years, in both the Motor Yacht and Sailing Yacht fields, we have finessed our project management skills. Besides supporting Clients in the long-term process of building new Yachts, we also have significant experience in refitting and converting a Yacht from pleasure to commercial. Our in-house interior design experts will guide Clients every step of the way to guarantee that the end result is the most cost-effective and rewarding.





FISCAL & LEGAL

FISCAL ADMINISTRATION
OWNERSHIP STRUCTURE

The Floating Life Fiscal & Legal Team provides support in rules and regulations, fiscal administration and Ownership structure. We can recommend the best solution for your Yacht on both fiscal and legal aspects. We can recommend the best Flag for your Yacht and assist Owners when it comes to converting a Yacht from private to commercial and vice-versa.



Fiscal Administration

Our experts have hands-on experience and knowledge of tax, legal and customs issues related to yachting. Our Team is well versed in the difference between EU regulations and international taxation and our services are custom-made to ensure Owners' operations are compliant, whatever the itinerary and jurisdiction. We provide assistance on VAT and taxation matters and arrange payment of monthly/quarterly VAT returns.



Ownership Structure

Working closely with Owners and Captains we advise on, and support in, the selection and creation of the best solution for an Ownership Structure. We can help in the incorporation of Ownership and nationality by contacting the relevant authorities to obtain the appropriate registration and flag.

We can arrange initial registration, reregistration and/or name changes for the Yacht by ensuring that the Yacht complies at all times with flag state and classification rules.





SAFETY & SECURITY

FLAG & CERTIFICATIONS
MINI-ISM MANAGEMENT
ISM & ISPS MANAGEMENT

The Floating Life Safety & Security Team is in charge of checking and managing all activities and files related to national and international safety standards.

We are responsible for all standards of the Yacht being managed.



Flag & Certifications

Given the large and increasing volume of certifications required on-board Yachts, we verify their compliance with relevant rules and regulations, we support in the proper maintenance of all certifications, we offer guidance to Captains and Crew on all technical aspects related to flag state and classification issues. We liaise and maintain relationships with Flag Authorities for the Yacht.

- Checking lists and maintenance deadlines
- Checking safety equipment and maintenance certifications safety equipment
- Handling of all activities related to Flag State compliance and Classification Society requirements
- Issuing and renewing of Merchant Shipping Medical Scales
- Liaising with Class and Flag State surveyors
- Monitoring standard and safety procedures





Mini-ISM Management

The Mini-ISM is a safety management system based on the ISM Code, but particularly tailored to Yachts over 24-meter and under 500GT. MCA LY3 Annex 2 Mini ISM is required to be maintained for Yachts under 500GT.

- Arranging and renewing of Yacht's manual in compliance with IMO legislation
- Checking and updating of on-board documents
- Monitoring of on-board operations
- Organizing and supervising of on-board Flag Audit





ISM & ISPS Management

We ensure safety, to prevent human injury or loss of life to avoid damages to the environment, in particular the marine environment, and the Yachts. Many of the items listed are “operational” and our role is to put in place systems and support to assist the Captain in carrying out many of his functions. We also monitor Captain and Crew in their daily operations of the Yacht.

The system in place is monitored through:

- A system of monthly returns from the Yacht designed to highlight deficiencies and ensure that best practices are applied
- A general security assessment of basic good practice
- Two on-board audits per year carried out by our “ Designated Person Ashore” (DPA)



- 24/7 DPA availability for emergency support
- Acting as P&I representatives by informing Owners and authority
- Arranging and renewing of Yacht's manual in compliance with IMO legislation
- Checking and updating on-board documents
- Coordinating incident support
- Coordinating Salvage Association Surveyors
- Implementing on-board ISM and ISPS
- Monitoring and implementing on-board MARPOL Annex VI compliance
- Monitoring and liaising with Class Status when required
- Monitoring of on-board operations
- Organising flag inspections according to regulations
- Organising the supply of Notice to Mariners and compulsory IMO publications
- Training Senior Officers for ISM and ISPS compliance





CREW UNIFORMS

EVOLUTION WEAR - CASUAL WEAR
FORMAL WEAR - JACKETS - WORK WEAR
ACCESSORIES & SHOES - CUSTOM WEAR

Floating Life Crew Uniforms are a choice of style.

A style that takes centre stage right down to the tiniest detail. Inspired by the great tradition of Italian fashion, Floating Life has defined a new standard for the yachting world with the creation of an exclusive line of Crew Uniforms. A high-end, perfectly cut, Collection with a tailored look, made with fabrics of the utmost quality that places emphasis on the comfort and wearability that are essential for workwear, all whilst highlighting the accuracy of its design.

Our garments are continuous and all "Made in Italy", in line with our idea of high-quality clothing and designed specifically for crews, tested by them and improved every year to be the best and most practical Uniforms they can have. Our true versatility can also be seen in our evening range and its unique customer designs, suitable for themed and high glamour events.

A drawing and design consultancy service, together with our talented and professional collaborators, is available upon request.

We can tailor-made outfits to suit any requirement be it colour, logo, fabric and other specific needs.

We pride ourselves of an honest and personalized service by meeting with customers and delivering up to the Yachts. It goes without saying that we provide after-sale service and winter storage facilities.

Our Collections are tailored to wide-ranging usages, be it Evolution, Casual, Formal, Jackets, Work or Custom.

For added flare, style-up your Crew Uniform with a piece from our Crew Accessories range: foulards, ties, epaulets, belts, caps and shoes.



Evolution Wear

From a dousing of spray to the sudden heat generated after stowing fenders, it is rarely easy to predict what our body temperature will do at sea. That is why the high-performance Evolution Collection came to life, developed using breathable fabrics that can handle any weather condition, it allows perspiration to evaporate quickly and easily from under technical fibres. Polyamide is hypoallergenic; therefore, it is unlikely to cause any reactions and ultimately offers a sense of freshness all day long.



Cotton fibre comes from Australia, which is the utmost one in the textile industry. Since the Evolution Collection was introduced, life on-board has changed for each and every Crew member from the time spent laundering to the fabric's feeling on the skin. Kitted out in our stylish new range you will always be comfortable whatever life at sea, or dry land, may throw to you.



Casual Wear

Spending so much time wearing Uniforms both on and off-duty, Crew demands maximum comfort. Our Casual Wear line achieves this with cotton and elastane to which we have added a selection of breathable polyester technical polos. Our Casual Collection includes: polos, t-shirts, jumpers and bermudas.



Formal Wear

Our Formal Collection exudes a sense of elegance and sophistication. Fabrics are resilient, stretchy and easy-iron for excellent practicality. Our Formal Collection includes: shirts, pullovers, cardigans, trousers, skirts and skorts.



Jackets

All our Jackets are windproof, waterproof and comfortable.
Our Collection includes both summer and winter selections.



Work Wear

To guarantee the best performance and comfort for the Crew, our Work Collection includes cotton t-shirts and overalls in various colours. Working near heat sources is not exclusively for Engineers, but also for Chefs. In collaboration with a hotel supplier brand, we offer a wide range of cuisine's Uniforms. Safety shoes and helmets are also available upon request.



Accessories & Shoes

Accessories such as foulards, ties and caps are details that cannot be missed in your style. Our leather shoes are the utmost ones, treated to be water-resistant, non-marking and machine-washable.



Custom Wear

One of our most successful offering is the unique Custom Wear for your on and off-board desires. We tailor-make outfits to suit any requirement, no matter the colour or fabric requested.

We have dressed teams of International Yacht Shows carefully considering factors such as temperature, colour combinations and individual stylistic approaches. Our design consultancy service has supplied Uniforms of our own design to Clients for the most extraordinary aspiration.



Our true versatility is not only suitable for high glamour Events such as festivals and awards ceremonies, but also for daily on and off-board necessities. Well stocked with a wide range of fabrics, we also have a reliable network that ensures a quick turnaround, even when your choice is remarkable. No fabric, however rare, is unobtainable to create outfits in the finest silk and exquisite materials.

We dye fabrics any colour required and in addition, provide logos be they in traditional custom embroidery, four-colour silk-screen printing or any other printing technique, whatever it may be.

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