

+Dick Simon Yacht Sales Testimonial

I have bought and sold many boats throughout my life. Most of my smaller boats I have sold myself, but my last two boats I felt the need to use a broker.

Let's face it...This is not the best time to be selling your boat, so I needed someone who understood the market, understood boats, and had a lot of interested buyers.

A friend of mine recently bought a 40' SeaRay MotorYacht through Dick Simon Yachts. Since he knew I had some experience with boats, he wanted me to come down and take a look at it.

That's when I first met him....Dick Simon that is. He looked like an old Sea Captain that had just gone on vacation. Aside from his faded Tommy Bahama shirt, the first thing I noticed was his firm handshake and rough hands.

As he toured us through the boat and started pointing out the unique features, his excitement level grew. But this was not from the possibility of making a sale. This was a man that truly appreciates the craftsmanship and lifestyle of boating itself. He understood how the twin 446 horsepower Cummins CE Diesel engines would push the hull to cruising speed on the way to Catalina Island. But he also understood the importance of having an Isotherm 240 Icemaker on deck near the seating area. In short...This was a man who had first-hand knowledge through years of boating experience.

I had decided right then and there that he was the one to sell my boat. It was a 1996 Carver Santego 310 Flybridge cruiser docked in Newport. Dick had lined me up with a boat slip and I was excited to bring it down and let him 'do his magic'. Unfortunately, my boat partner had taken it out and hit a reef. I'll spare you the details, but it spent three months in the boat yard in Newport.

Dick was the one who called me and said "Why are you paying for a slip when your boats not here?" I had told him that I prepaid three months in advance.

He said "Well, let me sublease it out for you so you don't have to pay". I remember thinking "yeah good luck with that".

He called me back in 10 minutes and told me it was leased until I needed it. Wow..how cool was that?

Before I even got the boat to Dana Point, Dick said he had a couple of buyers interested. One of them had already made an offer. Unfortunately...more bad luck. One of my engines had gone out on the way down.

Have you ever heard that saying "It's always nice to know a good mechanic". Well, I didn't know one, but that didn't matter, because Dick knew three of them. And he also knows the best boat cleaning services, the best bottom cleaners, the best place to buy a dingy, the best machine shop, and the best place to sit down with a drink in your hand and watch the sunset.

He coordinated all the mechanical work that needed to be done to get my boat sold. The buyer was ready and so was I. There was only one problem left. The surveyor said it needed a new generator. This was a deal-breaker.

Dick didn't agree. He and his staff spent the day taking apart my generator. One of his sales team actually took the carburetor home and soaked it in cleaner overnight. They reassembled it in the morning and my generator fired right up.

My boat was sold for FULL ASKING PRICE.

I've never experienced any sales person go so far above and beyond the call of duty.

Thanks Dick!

---Kent LaLonde (June 2010)