

CORPORATE PACKAGE

AUDI HAMILTON ISLAND RACE WEEK

17TH – 26TH AUGUST 2018



CONTACT FOR YOUR CORPORATE PACKAGE
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SAILING ADVENTURES' NEW CORPORATE OPTIONS PROVIDE POWERFUL BUSINESS DEVELOPMENT AND BRAND EXPOSURE OPPORTUNITIES EMBEDDED IN THE LARGEST OFFSHORE SAILING REGATTA IN AUSTRALIA AND ONE OF THE BEST SAILING EXPERIENCES WORLDWIDE.



“NO SAILING EXPERIENCE IS REQUIRED AND DURING THE WEEK YOU WILL HAVE THE OPPORTUNITY TO LEARN FROM EXPERIENCED SAILORS ON HOW TO SAIL, RACE & WIN!”

SAILING AS METAPHOR

As a metaphor for managing a business, yacht racing is strong and effective. Both share common, fundamental elements: a team of people using speed, tactics, strategy, timing and multiple resources to reach a destination and achieve a goal while facing a fleet of opponents. Yacht racing is different from all other types of racing because each of the boats in the race sails a unique course. The race—whether it is a Wednesday night beer can race, a multi-day regatta or a race across an ocean—has a defined beginning and end, but in between, each boat can sail a widely different route and distance. A business may have a defined beginning and a goal, but its race is on-going and often over multiple racecourses simultaneously.

The environment that each operates in is constantly changing—the physical environment of wind, waves and weather; the competitive environment; and the economic and regulatory environment. Both the business owner and boat skipper must exercise choice and control over some elements and adjust to those elements over which they have no control. Good business managers, like good sailors anticipate when conditions are about to change. The skipper best able to anticipate changing conditions and effectively adjust for them is the one that comes out ahead.

Company and crew each have to develop a short-term strategy for each individual race, a medium-term strategy for a weekend regatta, and a long-term strategy for the entire season of racing. Without a clearly articulated strategy, a boat or business merely reacts to whatever comes along.

Businesses and race boats also require leadership, teamwork and rapid decision-making to be successful. Innovative problem-solving, clear goals and effective communications are also necessary. Speed alone will not win the race if the wrong strategic choice is made, or if the boat or business sails in the wrong direction. And perfect strategy and tactics cannot overcome slow speed. Winning requires a mastery of all these elements: preparation, strategy, boat handling, speed and tactics.



SAILING ADVENTURES' AUDI HAMILTON ISLAND RACE WEEK 17TH TO 26TH AUGUST 2018

“NOW IN ITS 19TH YEAR”

AN EXECUTIVE DEVELOPMENT WORKSHOP DESIGNED TO SHARPEN LEADERSHIP SKILLS, THROUGH AN INTERACTIVE LEARNING EXPERIENCE WORKING TOGETHER WITH LIKE-MINDED PEOPLE DESIGNED FOR LIKE-MINDED PEOPLE PREPARED TO TAKE A FRESH PERSPECTIVE AND NEW APPROACH TO THE EVER-CHANGING AND CHALLENGING COMPLEXITY IN THE BUSINESS ENVIRONMENT OF TODAY.

WHAT SAILING ADVENTURES' PARTICIPANTS SAY ABOUT OUR RACE WEEK PROGRAM

“IN 2006 I JOINED THE SAILING ADVENTURES GROUP AND SAW THE OPPORTUNITY TO HAVE SEVERAL OF MY CLIENTS ON THE 5 DAY ROTATION...WHAT I GOT OUT OF THAT WEEK CANNOT BE CALCULATED AND I HAVE BEEN COMING BACK EVER SINCE”

“TO LISTEN TO PEOPLE’S VIEW ON THE WORLD, BUSINESS & LIFE IN THE FORMAT YOU HAVE CREATED WAS AN ABSOLUTE EYE OPENER FOR ME.”

“I WANT TO PERSONALLY THANK YOU FOR ONE OF THE MOST INSPIRING EXPERIENCES OF MY LIFE.”

“GREAT SAILING, GREAT RIVALRY, GREAT COMMUNION & FELLOWSHIP, IT WAS A SHAME TO LEAVE AND COME HOME. THERE IS LITTLE TO ADD.”

“SAILING ADVENTURES DEFIES LOGIC BY PROVIDING AN EXTREMELY WELL MANAGED COMBINATION OF GREAT COMPETITION AFLOAT AND A FIVE STAR ENTERTAINMENT EXPERIENCE ASHORE, WITH GREAT FOOD, WINE AND MOST IMPORTANTLY, GREAT COMPANY”.

“I AM A BUSINESS CONSULTANT AND HAVE BEEN DOING RACE WEEK WITH POZZ, CATH & THE SAILING ADVENTURES TEAM FOR MANY YEARS...EVEN THOUGH I AM THE OLDEST BOWMAN IN THE REGATTA THEY KEEP ASKING ME TO COME BACK TO THE COCKPIT WITH THE “BRAINS TRUST”... EACH YEAR, I JUST WALK UP TO THE BOW, “TAKE CHARGE” AND LOOK AFTER THE FRONT END OF THE BUSINESS”

“A FEW YEARS AGO I WAS A PARTICIPANT IN A CORPORATE PACKAGE WHERE THE CHAIRMAN ATTENDED FOR TWO DAYS AT THE WEEKEND, OUR GM HAD THE REST OF THE WEEK WHILE OUR MAJOR CLIENT SPENT THE WHOLE WEEK AT THE REGATTA”.

CALL BRIAN POZZEY TO DISCUSS “YOUR PACKAGE”
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SPONSORSHIP HAS MANY ADVANTAGES

WHETHER YOU ARE LOOKING AT CORPORATE ADVANTAGE CLIENT PROSPECT BONDING, STAFF REWARDING, BUSINESS DEVELOPMENT OR NETWORKING.

THE EXPOSURE GAINED FROM INVOLVEMENT AT RACE WEEK CANNOT BE MEASURED. OVER TWO HUNDRED BOATS WITH AN AVERAGE OF 10 CREW MEMBERS PLUS ASSOCIATED VISITORS, SPONSORS AND STAFF WITH TELEVISION COVERAGE OF THE EVENT.

WE WOULD ALL LOVE TO BE ABLE TO SPEND 10 DAYS EACH YEAR DOING "HAMMO" RACE WEEK, HOWEVER, OTHER COMMITMENTS MAY MAKE THAT IMPRACTICABLE. THE CORPORATE PLAN UNDERSTANDS THAT YOUR TIME IS PRECIOUS AND THAT YOU NEED TO MANAGE IT TO YOUR ADVANTAGE. 10 DAYS OR 5 DAYS, WHETHER CLIENTS, PROSPECTS, STAFF OR STAKEHOLDERS, THERE ARE MANY OPTIONS THAT FIT THE BILL AT THE AUDI HAMILTON ISLAND RACE WEEK.

THINK ABOUT HOW IMPRESSED YOUR SPECIAL CLIENT/S WOULD BE FOLLOWING AN INVITATION FROM YOU TO JOIN THEM FOR A 10 DAY RACING REGATTA AND CORPORATE GATHERING AT HAMILTON ISLAND.

OVER THE YEARS, MANY OF OUR PARTICIPANTS AND SPONSORS HAVE USED THIS EVENT TO CONNECT WITH THEIR CLIENTS IN A ONE-ON-ONE BASIS WHERE THEY CAN SPEND QUALITY AND PROFITABLE TIME WITH THEIR CLIENTS.

SPONSORS ARE FREE TO INVITE DIFFERENT CLIENTS FOR EITHER 5 DAYS OR 10. THIS GIVES MAXIMUM USAGE OF SPONSORSHIP TO SPREAD OVER MORE CLIENTS.

SPONSORSHIP CAN ALSO BE USED AS INCENTIVES OR A PRIZE OFFERING FOR PERSONNEL WHO HAVE PERFORMED WELL OR DESERVE A "SPECIAL" BONUS.



COMPETITIVE RACING



FABULOUS FOOD



GREAT SPEAKERS



THE WORLD'S MOST BEAUTIFUL BEACH



PROFESSIONAL CHEFS



VISITING FRIENDS



GREAT CREW



THE BIG GUNS ARE THERE



WHAT WE DO AT SAILING ADVENTURES' AUDI HAMILTON ISLAND RACE WEEK IS A COMBINATION OF, TRAINING, BUSINESS, NETWORKING, LEARNING, CHALLENGES, COMPETITIONS, SHARING AND STRATEGIES...ALL THIS WRAPPED UP IN JUST OVER ONE WEEK.





ITINERARY

FRIDAY 17TH AUGUST

ARRIVING AT HAMILTON ISLAND YOU WILL BE MET AND ESCORTED TO YOUR ACCOMMODATION. AFTER SETTLING IN, THERE WILL BE A TEAM BRIEF TO LET EVERYONE KNOW WHAT IS HAPPENING FOR THE WEEK. CHECKING OUT THE BOATS, THE CREWS AND PREPARATIONS. DINNER AND FORMAL WELCOME AT OUR "HOME BASE HQ" WHICH WILL BE IN ONE OF THE FABULOUS HOUSES ON THE ISLAND.

SATURDAY 18TH AUGUST

THE MORNING WILL BE SPENT WITH TRAINING, FAMILIARISATION AND RACE BRIEFING, FOLLOWED BY A PRACTICE RACE AGAINST OTHER COMPETITORS IN OUR DIVISION, AROUND THE NEARBY ISLANDS.

SUNDAY 19TH AUGUST

RACE DAY I. OUR FIRST OFFICIAL RACE WILL BE THE LINDEMAN ISLAND RACE, ONE OF THE MOST SPECTACULAR OF THE REGATTA. PRE DINNER, OUR GUEST SPEAKERS WILL ENTERTAIN AND ENLIGHTEN.

MONDAY 20TH AUGUST

RACE DAY II. THIS MORNING WE TAKE OVER THE GO-KART TRACK ON HAMILTON ISLAND FOR OUR FIRST TEAM SPORTS CHALLENGE. THIS IS FOLLOWED BY A RACE AROUND THE ISLANDS. TONIGHT OUR PRESENTATIONS AND DINNER REVOLVES AROUND OUR OWN SPEAKERS, OUTLINING THEIR VISION FOR ALL TO HEAR.

TUESDAY 21ST AUGUST

RACE DAY III ANOTHER RACE AROUND THE ISLANDS AFTER WHICH WE WILL MEET BACK AT OUR HQ FOR RESULTS AND PRESENTATIONS BEFORE BEING SET FREE TO YOUR OWN DEVICES TO ATTEND ONE OF THE MANY FABULOUS FUNCTIONS THAT OCCUR DURING RACE WEEK. IT'S A FREE NIGHT....MAKE THE BEST OF IT!!

WEDNESDAY 22ND AUGUST

TODAY IS THE LAY-DAY SO NO RACING WILL OCCUR. FIRST OFF IS OUR NEXT TEAM CHALLENGE...THE GOLF PLAYED ON THE MOST SPECTACULAR GOLF COURSES IN THE WORLD. FOLLOWING THE GOLF CHALLENGE, FOR THOSE WHO WISH TO TAKE PART, WE WILL JUMP ONTO OUR BOATS AND HEAD OUT FOR THE DAY TO WHITEHAVEN BEACH, TONGUE BAY, NARA INLET OR ANOTHER AREA IN THIS FABULOUS PART OF THE WORLD.

THURSDAY 23RD AUGUST

RACE DAY IV, ANOTHER ISLAND RACE AROUND A DIFFERENT SET OF MARKS. TONIGHT WE HAVE A SERIES OF PRESENTATIONS BEFORE DINNER.

FRIDAY 24TH AUGUST

RACE DAY V....ANOTHER DAY...ANOTHER SET OF MEMORIES OF THIS REGION. TONIGHT WE WILL HAVE OUR MYSTERY GUEST SPEAKER TO ENTHRAL US WITHWELL, YOU'LL HAVE TO WAIT AND SEE!!!

SATURDAY 25TH AUGUST

RACE VI. USUALLY THE LONG RACE AROUND THE MOLLE ISLANDS...NOT TO BE MISSED. TONIGHT IS OUR FAREWELL NIGHT WITH FINAL RESULTS, AWARD GIVING, COMMISERATIONS TO THE LOSERS, EUPHORIA FOR THE WINNERS AND A GREAT PROGRAM TO FINISH.

SUNDAY 26TH AUGUST

PACKING UP AND FOND FAREWELLS AS WE LEAVE THE ISLAND WITH GREAT MEMORIES, NEW FRIENDSHIPS AND A SENSE THAT..."WE'VE GOT TO DO THIS AGAIN!".



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