



April 18, 2022

FEATURE STORY

Denison Partners with SilverYachts



Australian superyacht yard SilverYachts has appointed Denison Yachting as its dealer in the Americas and Caribbean for its SilverCat product line. Silver Yachts is a builder of custom, high-performance aluminum vessels, working with the internationally renowned naval architect and designer Espen Øino as a strategic partner.

[View Press Release](#)

CONTENTS

1

FEATURES

- Denison/SilverYachts Partnership
- Lake Lanier Easter Egg Hunt
- Wednesday on the Water
- Fleetio v. Fuelman
- Christmas Club Accounts

2

DEPARTMENTS

- Sales Management Tool Update Overview

3

TRAINING

- Live Fleetio Training
- Andy Andrews Recap

4

UPCOMING EVENTS

- Bay Bridge Boat Show
- VIP Crafts and Cars Event
- Pompano Seafood Festival
- Sarasota Boat Show
- Walker's Marine Seminar Day
- Pursuit VIP Event



Lake Lanier Easter Egg Hunt

Singleton Marine had a great turnout for their Annual Easter Egg Hunt. This year, the event was held in the Singleton Marine showroom because of rain. Kids were invited to a showroom egg hunt and an Easter Bunny meet and greet.

The Singleton team was pleased to welcome members of FriendsUNeed, an organization devoted to providing daily activities for adults with special needs.

SINGLETON MARINE



2022 Lake Lanier Easter Egg Hunt

SINGLETON MARINE



2022 Lake Lanier Easter Egg Hunt

SINGLETON MARINE



2022 Lake Lanier Easter Egg Hunt



Wednesday on the Water

Central Marine and Tom George Yacht Group hosted Wednesday on the Water at the Tampa Yacht and Country Club on April 6th. The Yacht Club offers the event for its members several times per year, and it includes live music, hors d'oeuvres, and boats from local dealers.

-Submitted by Amy Connor



FIXED ASSETS

Fleetio v. Fuelman

Fleetio is our fleet management program. It helps us keep track of OneWater vehicles, service intervals, inspections, fuel costs, and more.

FuelMan is the company that handles our fuel cards. While it is a separate company from Fleetio, it integrates with Fleetio to help keep track of the mileage of the vehicles as they are fueled. When a user puts fuel in a vehicle with a Fuelman card and inputs the current mileage of the vehicle, it then updates the mileage in Fleetio, which allows us to track the service/inspection interval of each unit as the mileage ticks away.

Contact Matt Clark for Fleetio

Contact Deirdre Sullens for Fuelman

HUMAN RESOURCES

Christmas Club Accounts

The Christmas Club Account is a simple way to set aside some of your hard-earned pay for the holidays. Simply log into Paylocity and enter the dollar amount you'd like to be deducted from each paycheck.

The last check that will have the deduction will be 10/21/22. The payout on 11/4/22 will be on a separate check and will not be added to the payroll check.

Instructions:

Log into Paylocity > Employee > Employee Payroll File > Payroll Setup > Deductions > XMASC > Enter Amount (Per pay Check) > Save

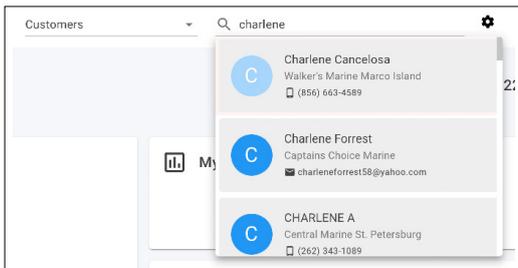
Contact Krystal Ham

TECHNOLOGY UPDATES

SALES MANAGEMENT TOOLS

4/19/2022 Upgrades

We have major upgrades throughout the OneWater Sales Management System rolling out tomorrow. These include updates to the Sales Consultant Daily Activity Page, the Managers Dashboard, Speed to Lead, and the Store and Salesperson Activity Pages. We will be rolling out additional training videos shortly, but we believe you will find most of the changes intuitive.

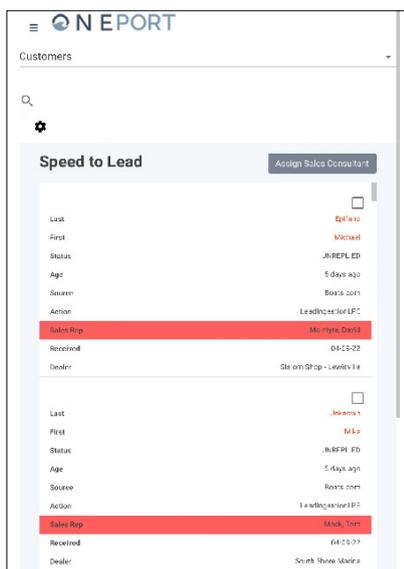
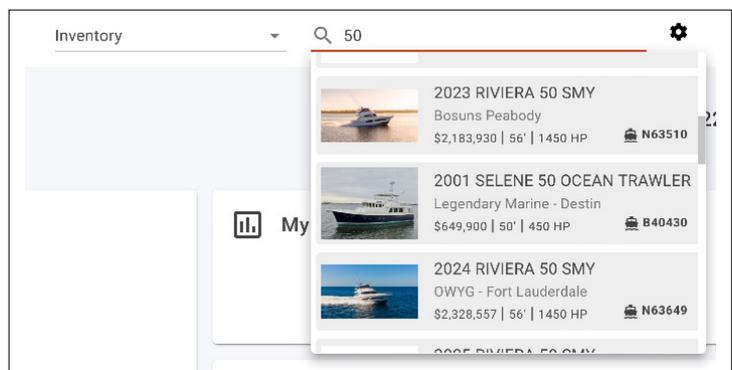
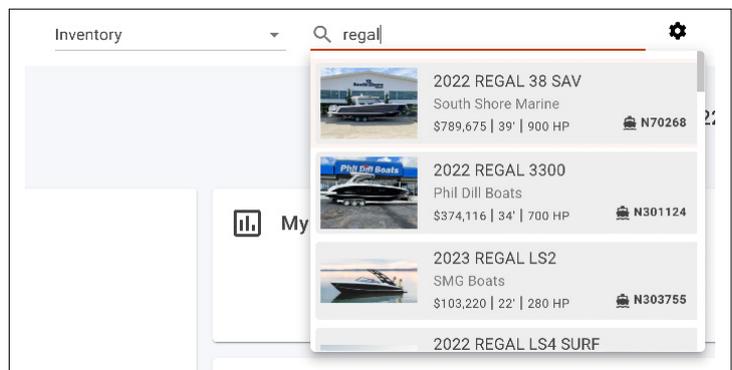


Customer Search

The customer search feature has been enhanced to show the store, as well as phone number and email address. This should make searching for a customer much easier.

Inventory Search (new feature!)

We have added the ability to choose to search for customers **OR INVENTORY** in what was only the Customer Search in prior versions. You can search multiple ways - just start typing a brand, length, or anything else you want to search, and thumbnails display matching inventory. And...you can click right through to the Inventory Detail Page. Cool feature!



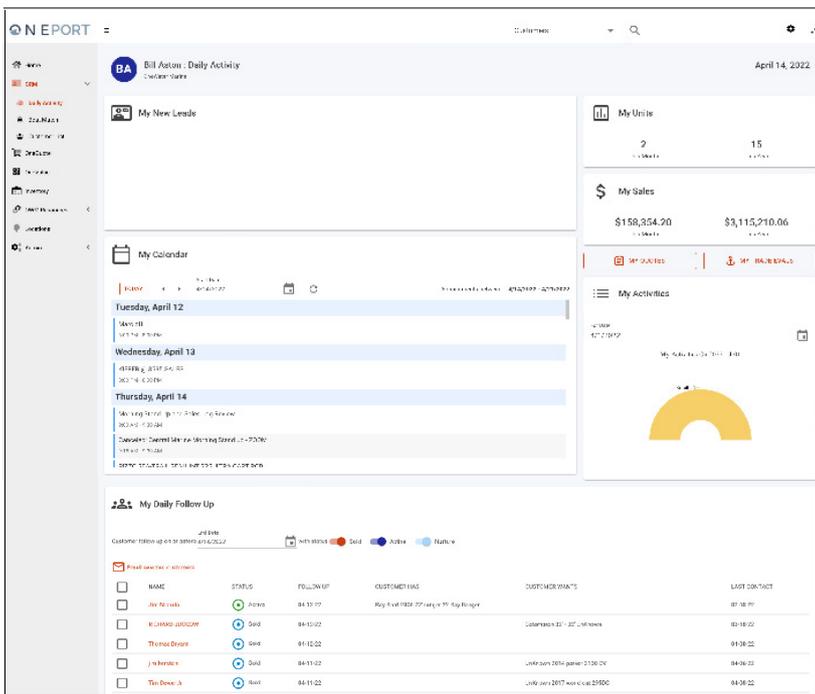
Speed to Lead

Assigning leads on a mobile device in the past was challenging on Speed to Lead. In this upgrade, the leads now appear as "cards" instead in a wide grid.

TECHNOLOGY UPDATES

SALES MANAGEMENT TOOLS

4/19/2022 Upgrades



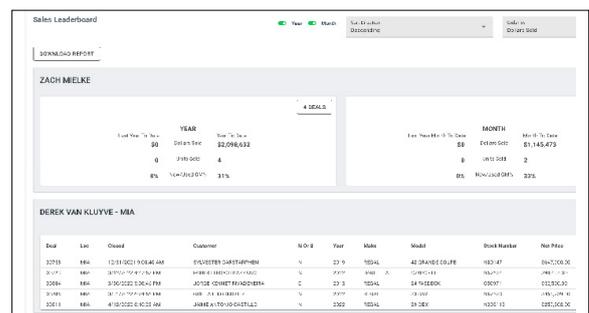
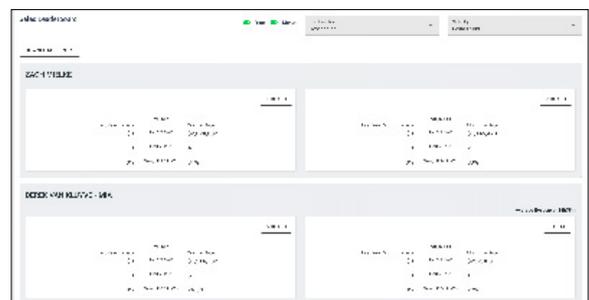
Sales Consultant Daily Activity

The Sales Consultant Daily Activity page has been completely reworked and enhanced....and there is more capability coming very shortly.

You will notice we have rearranged the information to make for a more cohesive user experience.

Sales Leaderboard

The Sales Leaderboard (on the Managers Dashboard) has been upgraded. It's much easier to read, it's printable, and it expands to show the underlying deals.



Don't forget that on any of the pages, simply clicking on the 3 horizontal lines next to the OnePort logo collapses or expands the side menu.

VIRTUAL TRAINING SEMINAR

Fleetio Vehicle Management *with Michael Eldredge from Fleetio*

Thursday, April 21, 2022, 3 p.m. ET

» REGISTER IN ADVANCE



Andy Andrews's 7 Characteristics of Strong Culture:

- 1 There is a profound sense of humor shared throughout the organization. No one is looking for an opportunity to be offended...they are looking to laugh. The BEST can take a joke.
- 2 Each individual situation that comes up is treated as its own, contingent upon varying factors. The BEST are flexible and engaged in each situation so that the best decision can be made at that time.
- 3 They don't allow gossiping or negative energy. If a team member is talking to another team member about a problem that the second team member cannot solve, the first team member is spreading negative energy. The BEST understands that one bad apple can spoil the whole barrel.
- 4 They believe that if it won't matter in 5 hours, 5 days, 5 weeks, 5 months or 5 years, let it go and don't worry about it. Problems—even big ones—are temporary. The BEST knows deep down inside that every problem comes to pass – never to stay.
- 5 They understand that Culture is created by how we think. The BEST know that to change results, first, we must change our thinking.
- 6 They are purposeful about allowing Humility to shape their culture. Especially at the top. King Solomon wrote that a haughty spirit leads to a fall, but pride comes before destruction. The BEST at building the most effective corporate culture understand that distinction. The BEST understands that one can get up after a fall...but from destruction, there is no recovery.
- 7 Words matter. Sticks and stones may break your bones, but words...are far more powerful. Whether used for good or bad, their effects can last forever. The BEST are careful with their words and demand the same from their teams.

[WATCH ENTIRE SESSION](#)

UPCOMING EVENTS

April 21-24	April 23	April 22-24	April 22-24	April 27	April 29-30
Bay Bridge Boat Show	Singleton VIP Crafts & Cars Event	Pompano Sea-food Festival	Sarasota Boat Show	Walker's Marine Seminar Day	Pursuit VIP Event

COMPANY CONFIDENTIAL