



RESOLUTE Trade-In Guidelines

Objective – RESOLUTE wants to facilitate the changing needs of programs so that they will have the very best fleet available to meet their current needs and so that we can provide them with the equipment necessary to attain their highest goals and objectives. We are pleased to offer them the opportunity to trade in their previously used RESOLUTES. In this way they may:

- Take advantage of the very latest components and options
- Get a boat more properly sized to their current crew's average weight needs
- Obtain a new boat in their program's custom colors
- Buy a boat model that was previously unavailable
- Be more comfortable making a new boat commitment knowing that they have a guaranteed value for their trade-in

RESOLUTE Retail Value – As a rule of thumb, we estimate that a new RESOLUTE depreciates about 10% the first year and 5% per year thereafter. This value may be further affected by:

- Popularity of the boat model
- Condition of the boat, including quality of repairs, especially if repair work was not done by RESOLUTE
- Any customization such as paint, etc.

Trade-In Value – RESOLUTE will offer 60% of the Retail Value as a Trade-In on a one-for-one basis towards the purchase of a new RESOLUTE. RESOLUTE will guarantee that value up until the time of the new boat completion.

Customer May Still Sell – Once a customer has received a Trade-In Value from RESOLUTE, they may still sell the boat on their own. They often do and are often able to do so at a price that is closer to the current Retail Value of the boat.

Eligible Trade-Ins – RESOLUTE will accept all previously owned RESOLUTES as a basis for trade-in. At the current time, we do not accept competitor's brands in trade for the following reasons:

- It is far more difficult for us to accurately value a used competitor's boat.
- It is difficult for us to sell a used competitor's boat.
- Our customers expect a high standard of boats purchased from RESOLUTE and we cannot guarantee that standard from used competitor's boats.
- As seen in Row2K.com, competitors' boats tend to depreciate far faster than RESOLUTES.

RESOLUTE Acquisition by Financing – Even though you are trading-in a boat, you may still take advantage of RESOLUTE's extraordinary flexible financing options. We will finance your RESOLUTE purchase for up to 6 years with zero down payment and no prepayment penalty. The payment schedule could be monthly, quarterly, semi-annual or annual. We will even plan the schedule to conform to your program's cash flows.

Open Invitation to Visit. Let us show you how we handcraft the world's finest racing shells right here in Bristol, Rhode Island. We will roll out the red carpet for you, your board of directors, your coaches, your parents, and your crew. We will explain, in detail, what differentiates us from the rest of the competition in terms of materials and construction. Then we will take you on a plant tour to show you how we carefully hand craft aerospace grade materials to build world class racing shells that combine elite performance, stunning appearance and unparalleled (3X) durability. We do this with every boat we build right here in the USA, including yours.

Please contact us before you buy your next boat. All of the members of our sales team are rowers and coaches. They are well-respected, highly experienced and credible resources who will help you make the right decision for your program and will be there to support you when your crew competes with your RESOLUTE.

Feel free to contact me anytime.

Jeff Sturges, President & CEO

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