



Jamann

Sailing Adventures Extraordinaire

www.jamannsailing.com

Welcome to the Fall/Winter 2013 edition of the Jamann Sailing Adventures Extraordinaire (JSAE) newsletter. You are receiving this newsletter because you have already joined us for a sailing adventure (for which we thank you) and/or you have expressed an interest in joining us on a future adventure. Our most effective marketing strategy is word of mouth referrals. You can continue to help us out in this way by sharing this newsletter with anyone whom you think has the same adventurous spirit that you do and whom you think would enjoy a Jamann Sailing Adventure. And if you are reading this because one of our kind followers shared this newsletter with you please email us, let us know what you think and we can add you to our email distribution list.

Return Guest Discount!

It took a lot of doing but after beating our accountant with a baseball bat he finally agreed that we should do something to entice our past guests to come back and sail with us again. So we now have permission to offer our past guests a 5% discount on a repeat charter as our way of showing our appreciation and to honor your loyalty. Those of you who have sailed with us need to check out the available times and make plans to come back and enjoy another great charter in the Virgin Islands.

Joint Marketing Opportunities!

We continue to enjoy a good working relationship with our good friends at the Cooper Island Beach Club (CIBC – www.cooperislandbeachclub.com). Some of our guests have already taken advantage of our Combination Stay. Jane and Don Conero enjoyed a great British Virgin Island getaway staying at CIBC for several days to get in the island mood, then sailing with us for 9 days touring the islands (including a nice sail over to Anegada, the “Drowned Island”) and finishing their stay with a few additional days at CIBC to relax and chill out before heading back home. Now that’s the way to take advantage of a land and sea visit to the islands. Additionally we continue to be able to provide day sail services for guests staying at



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Kathy & Jim Jackson

(a.k.a. Captains HiHo and Grey Beard)

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Captain Greybeard the Pirate, Executive Editor

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We Be Jamann!!!

CIBC. This is a great way to enjoy a Caribbean island vacation and tryout the sailing to see if maybe the next time you come down you'll do a full charter with us. Let us know if you would like more information on a CIBC/Jamann Sailing combination.

We also had an opportunity to connect with members of the Baltimore Downtown Sailing Center (DSC). Several members from the center were down here back in February and over the Thanksgiving holiday we had the pleasure of having Tom Bowan, one of the sailing instructors from the DSC, down to charter with us to experience a Jamann Sailing Adventure first hand. We had a great week with Tom and some great sailing in winds in the 20-25 knot range! Tom has made arrangements to promote our offerings in the DSC newsletter and we are looking forward to having some of the DSC members come down and charter with us in the future.



Those of you who would like to get more involved in sailing activities on the upper Chesapeake Bay and to learn more about sailing might want to look into the DSC at their website (<http://www.downtownsailing.org>), a great volunteer run organization with a lot to offer the sailing community and others around the Baltimore area. Please check them out.

2014 Charter Season!

Jamann is all cleaned up, the captains are refreshed and relaxed and the chef has a few new recipes she's anxious to treat our guests to. So we're geared up and ready to go for the 2014 charter season. In fact we are getting off to an early start. Some friends of a very good friend ran into a problem with a canceled charter over New Year's and we were asked if we could help save their vacation. So we'll be starting the season earlier than usual with a week long charter in the BVI with guests from California over the New Year's holiday – what a great way to ring in and start the new year and make some great new friends at the same time!

Then we'll settle into the rest of our regular charter season which lasts until mid-July. With a number of charters already reserved for the 2014 season **we currently still have available charter slots in**



February, March, April and early July. Those of you who are still considering chartering with us in 2014 should get in touch with us as soon as possible to select your dates before our schedule gets filled up.

As in the past we generally do not do any charters between July 15th and October 15th due to the challenging and unpredictable weather (i.e. hurricane season). But depending on what other activities we might commit to we might be able to accommodate a

charter request during the period of Oct. 15th to Dec. 15th. Due to the holiday season we usually do not do charters between Dec. 15th and Jan. 15th so that our crew has time to celebrate with everyone else.

2015 Charter Season!

Oh come on, you say, we haven't even gotten to 2014 and you're talking about 2015 already? Most of us have trouble thinking past next week not to mention next year. BUT we already have three groups of charterers already selecting dates for 2015. So it's not too early to start planning. At least let us know if you think 2015 might be your year for doing a charter with us so that we can make note of it and stay in touch with you as your plans develop.

AND (drum roll please) in 2015 we are looking at doing some sailing in the French Polynesia islands of Tahiti! We're looking into being over there sailing with some friends in the April/May timeframe. And since we'll already be over there we are thinking that some of you would also be interested in coming over to do an exotic Tahiti sailing adventure charter with us. We'd be looking for 4-6 guests to join us for this very special charter. Of course we still have lots of details to work out. Soooo....if you have ANY interest at all in joining us for this great charter opportunity to Tahiti please contact us as soon as possible so that we can discuss it further and see if we can make this happen.

Living the Dream!

Two years and going strong! Time flies when you are having fun, especially down here. We've lost track of how many times we've said or heard the phrase "Livin' the dream" but that's exactly what we are doing and we'll add to that "Lovin' the Life"! Have to admit that there have been some challenges getting used to our new lifestyle but the benefits far outweigh the drawbacks and we are looking forward to another fantastic year of sunshine, blue skies, warm water and great breezes for sailing. We appreciate all of the support and well wishes we have received from everyone and look forward to having you come down to sail with us.

Thanks and see ya in da islands, mon!!!

Life is GREAT! Arrrrghhhhh!

Kathy & Jim Jackson

(a.k.a. Capt'n HiHo and Capt'n Grey Beard the Benevolent Pirate)



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