



ONE WATER CONNECT

September 17, 2024

DOUBLE DOWN THIS MONTH

There are 14 selling days left in our fiscal year, and it's time to double down!

Check out this month's sales contest on the next page, and visit the OneWater Training Portal for training modules that can help you improve the exposure of your inventory.

IMPROVING BOAT EXPOSURE

CONTENTS

1

FEATURES

- Last Month of the Year

2

HIGHLIGHTS

- September Sales Contest
- 2024-2025 Benefit Changes
- Installing ProRever App Updates

3

EVENTS

- Taylor Marine Seminar
- Central Marine Team Lunch
- Legendary Marine Fundraiser
- Slalom Shop Proshop Award

4

REVIEWS AND UPCOMING EVENTS

- Legendary Marine Review
- Upcoming Events

AGED INVENTORY SALES CONTEST

14 Selling Days Left!

Double your commission in the month of September when you sell any qualifying aged unit on the double commission boat list.

DOUBLE
YOUR
\$\$\$



DEAL MUST BE CLOSED BY
SEPTEMBER 30TH TO QUALIFY

EVALUATE EVERY BOAT



PRICE



CONDITION



EXPOSURE

 NEWATER

2024 ANNUAL BENEFITS ENROLLMENT

SEPTEMBER 23RD - OCTOBER 2ND

WHAT IS ANNUAL BENEFITS ENROLLMENT?

This is the annual opportunity for eligible employees to enroll or make changes to most benefit plans for the new plan year. This is the only time you are eligible to make changes unless you have a qualifying event, such as a family or employment change.

BENEFIT CHANGES EFFECTIVE NOV. 1ST, 2024

- Medical and Vision rate remain the same.
- Dental rates will increase.
- New benefit deductions begin on the November 1st paycheck.

NEW VOLUNTARY BENEFITS

- **Experian:** Identity theft, data, and device protection, digital financial manager, credit monitoring, financial education (payroll deducted)
- **Pet Benefits:** Two pet benefit plans (Total Pet Plan and Wishbone Pet Insurance through Pet Benefits Solutions)
 - **Total Pet Plan (discount program):** discount on pet products and Rx providers by PetPlus, discount on veterinary care by Pet Assure, 24/7 telehealth provided by WhiskerDocs (payroll deducted)
 - **Wishbone Health Insurance:** accident and illness care, routine care that can be added to the accident and illness (for more information and enrollment, contact Wishbone at 800-891-2565; pay via credit card directly to Wishbone)

If you make NO CHANGES, your current year elections will roll over to the new plan year for medical, dental, vision, voluntary life, voluntary spouse life, child life, short term disability, accident, critical illness, HSA, and hospital indemnity.

FSA (Flexible Spending Accounts) elections will not roll over. If you choose to elect for 2024-2025, you are REQUIRED TO ENROLL in the plans.

An informational benefit meeting will be held via Zoom to give you access to more information.

Sep 24th @ 2:00 PM EDT

Zoom Meeting URL:

<https://mmc.zoom.us/j/98363469566?pwd=QE3DVi6Vht1EM1fpBa7puDDBDOauK.1>

Password: 441101

Paylocity Enterprise Library:

- Benefit Enrollment Guide 2024-2025
- Benefit Video
- Benefit Summaries
 - Medical Plans A, B, and C
 - Dental Plans High and Low
 - Vision Plan

Please review:

- Dependent dates of birth and social security numbers for accuracy.
- Please make sure your beneficiary designations for your Basic Life & AD&D and any additional life insurance are up to date.

PRO REVVVER

INSTALLING THE LATEST UPDATES ON YOUR PROREVVER MOBILE APP

In order to see the latest features, such as the inventory photo feature, on the ProRevver mobile app, it is very important to make sure your phone is installing app updates.

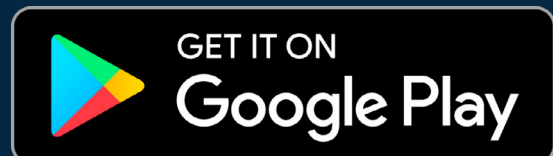
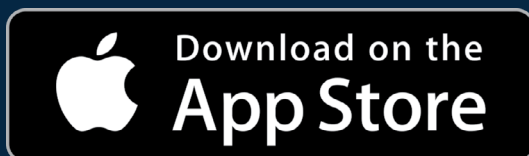
Here are instructions for setting up automatic updates on your iPhone.

- Open the **Settings** app on your phone.
- Scroll to **App Store**.
- Next to **App Updates**, ensure that the toggle is turned on to automatically install new app updates.

If you don't want to receive automatic updates, you can also manually update the ProRevver app directly from the app store.

- Open the **App Store**.
- Select your profile picture or icon in the top right. From this screen, you can see apps with pending updates.
- Next to the ProRevver app, select **Update**.

If you haven't downloaded the ProRevver mobile app, please do so using the links below:



EVENTS

TAYLOR MARINE BOATING AND FISHING SEMINAR

Taylor Marine recently held a boating seminar for customers. The event was very well received, as indicated in the following review:

"My wife and I attended the Taylor Marine seminar @ 22699 Argos Corner Road, DE 19963 on September 7, 2024. I can't say enough good things about the entire experience. The two speakers were extremely knowledgeable and willing to share everything with us. Taylor Marine had goody bags filled to overflowing with everything you could think of for boaters. There were numerous door prizes. They started with coffee and donuts. Then Scott Lenox owner of Fishing in OC magazine explained how he fishes for flounder. Lunch was provided and we were surprised how good it was. Shirley and I want to thank everyone at Taylor Marine for a wonderful experience." -Louis and Shirley Lazzaro



Submitted by Jeff Davidson

CENTRAL MARINE TEAM LUNCH

The Central Marine team gathered for their monthly lunch last week.

Kendell Bartalis, sales assistant, was awarded Employee of the Month. Congratulations, Kendell!



Submitted by Kiefer Woods

HIGHLIGHTS

LEGENDARY MARINE FUNDRAISER EVENT

Legendary Marine Destin recently hosted Kevin O’Sullivan, college world series national champion head coach of the Florida gators, and Ashour Peera, the director of football logistics for the University of Florida, on behalf of the Emerald Coast Gator Club.

It was a wonderful night with 150 people and great food. The Legendary team raised an incredible amount of money off of donated items from the university and the Shapiro family.

All of the proceeds will go to local high school students as scholarships to the University of Florida.



Submitted by Todd Royall

THE SLALOM SHOP PROSHOP AWARD



Slalom Shop Proshop won the “Remarkable Merchandising Award” from Fliteboard this year!

Mickey Wilkins was honored at the Dealer Meeting last week.

Congratulations on an outstanding performance by Slalom Shop Proshop team of Mickey, Mirta, Jeremy, and Cooper!

Submitted by Dusty Dendy

REVIEWS AND UPCOMING EVENTS

★★★★★ 5-STAR REVIEWS

Legendary Marine

As most of you know, I recently had issues with the Mercury motors on my Tiara 48 LE while returning from Key West. I have put approximately 2500 miles on the boat in the last three months (purchased in late April of this year). On my return trip from Key West, I had a surging issue with the center engine. I refueled in Panama City and upon exiting the inlet, the vibration on the center engine progressively worsened as I headed west. I made a few calls to Tiara/Legendary Marine (John Armbruster who put me in touch with Bill – Legendary Regional Tech Manager). Bill set up for me to meet a Mercury Tech – Will Binford at the Destin facility. I pulled in and Will quickly diagnosed the issues. I had two bad fuel harnesses on the center and starboard motors. I also had lost two of the blades on the four blade prop of the center motor. With the blades missing on the center motor, it was determined that I would have to return to Orange Beach on two engines. Will ordered the replacement harnesses and props, he traveled the following week to replace the props and harnesses. One of the props was incorrect, but I was able to use the old prop until the new prop came in. It came in the following week and I met Will on a Saturday in Pensacola for him to replace that prop (as well as the steering sensor). To say I was impressed with the effort by Will and the Legendary team is an understatement. To arrange to meet me while I was passing by Destin and to make two road trips to make the repairs totally surprised me. Customer service like this, in the marine industry, is unheard of....I am very thankful for the response.

It truly gets interesting at this point. When I left the marina in Pensacola, my starboard engine began to alarm. The alarm stated that I had an engine alert. I shut it down twice and turned around to go back to the marina. I called Will, he immediately came back, hooked his computer up to the engine and determined it had overheated. Later we learned it had spun the water pump impeller which caused the engine to over heat. On Tuesday, I hauled out the Tiara in Orange Beach. Will traveled down to examine the engine. The engine had reached temperatures of 360 degree Fahrenheit. Many of the external components showed signs of melting. It was determined that the motor would be replaced under warranty. This was disheartening for me as I had my entire family coming in for the weekend including grandchildren. Will said it would most likely take a week to get the motor in but, if it did come in this week, he would swap it out as soon as he could. I jokingly said I would take him marlin fishing on my other boat, if the new motor was replaced by the end of the week (before Labor Day). Well....to my surprise, the motor came in two days later. Will called me and said he and another tech would be there Friday morning to change the motor out. I assumed it would be just the powerhead but it was a complete outboard 600.

Mercury sent down their regional tech manager, Jeff Kilgore, he worked with Will to get the new motor reprogramed and to help me with some of the Mercury control system programming as well.

Again, to get an engine diagnosed and replaced in a week is unheard of. I am thankful to the Tiara, Legendary and Mercury teams for their quick response and outstanding customer service. I also want to say a special thanks to Will...for making every effort to exceed all expectations. I look forward to fishing with him on the Southern Charm.... for blue marlin.

Thank you again, Ron Davis

UPCOMING EVENTS

September 17	October 11	October 27
TGYG Boating 101	Kent Narrows Boatober Fest	Singleton Marine Burgers N' Boats

[VIEW THE FULL MARKETING CALENDAR](#)