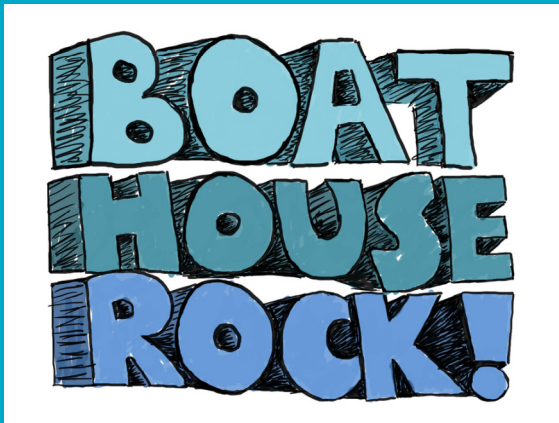




# ONE WATER CONNECT

October 10, 2022



**Contest entries are due today!** Please submit your contest entry [at this link](#) by 7 p.m. tonight. If you would like to enter the "Most Popular" category (optional), you can post your photo/video on social media today and send a screenshot of your likes, comments, and reach at 5:00 p.m. ET on October 13<sup>th</sup> to [training@onewatermarine.com](mailto:training@onewatermarine.com).

The end-of-year party will be held on Friday, October 14<sup>th</sup> at 12:30 p.m. ET. Please enjoy lunch with your team!

[SUBMIT YOUR ENTRY](#)

## CONTENTS

1

### FEATURES

- Company Contest Due
- Hurricane Relief Efforts
- Open Enrollment
- Engine Hours Update
- Boat Show Pending Sales Log Update

2

### EVENTS

- Annapolis Boat Show
- Game Day at PDB
- Shelley Thornton Retirement

3

### TRAINING AND EVENTS

- Impel 360° Training
- Boat Show Sales Log Training
- Lake Lanier Boat Show
- Legendary Barletta/ Sportsman Demo Day
- Fort Lauderdale International Boat Show
- Singleton Barletta VIP Night

COMPANY CONFIDENTIAL





## Employees Lend a Hand to Fellow Team Members

OneWater volunteers spent time in the areas impacted by Hurricane Ian to cook food, prepare generators, unload and deliver ice and supplies, remove wet sheetrock from homes, move flooded vehicles from employees' driveways, and set up campers for employees who lost their homes.

OneWater has staged RVs for employees to use over the next few months as they work to rebuild their homes. One RV was sent all the way from Texas filled with supplies from the Phil Dill Boats team (bottom left).







## Mike Murphy Rescues Neighbors

Mike Murphy (LMM) thought about evacuating to the east coast of Florida before Hurricane Ian. His decision to stay ended up being a lifesaving one for 13 families in his neighborhood.



## How to Help:

In the coming weeks, we will communicate any needs that our fellow team members have. In the meantime, if you would like to help financially, a fund has been set up to assist those impacted by the hurricane.

You can go to [hurricanereliefnow.com](https://hurricanereliefnow.com) to both donate to the fund AND request assistance, if you have been impacted by the hurricane. The funds we collect will be stored with the National Christian Foundation, and 100% of the proceeds will go directly to our neighbors in need.

We have set up a hurricane response team headed by Alan Giddens and Matt Clark, who will be coordinating efforts from the OneWater side. Please run all efforts through them by emailing [hurricaneresponse@onewatermarine.com](mailto:hurricaneresponse@onewatermarine.com).

# DEPARTMENTAL UPDATES

## OPEN ENROLLMENT

If you were not able to attend a live meeting last week, please [click here](#) to see a recorded meeting. The password is: adZ?87n\*

The last day to make changes is **October 12<sup>th</sup>**. If you'd like to keep the same plan and make zero changes, nothing needs to be done.

NOTE\*\* If you're continuing to participate in the HSA/FSA, you must log in and elect a dollar amount to contribute.

[Contact HR](#)

## ENGINE HOURS

A column has now been added to the inventory table (shown below) to display engine hours. This has also been added to inventory PDFs.

Year	Make	Model	Lenp.	HP	Hours	VIN	Color	Equip	List Price	Discount	Sale Price	Cost	Margin	Payment	Condition	Status			
2013	Ab Inflatables		11' 0'						\$17,900	0.00 %	\$17,900	\$0	100.00 %	\$168	Consign...	Availab			
N80891	MP	2023	Ab Inflatables	10 VSX LS	10' 6"	25			XM065038...	WHITE, BLUE	NA	\$25,016	0.00 %	\$25,016	\$15,165	39.00 %	\$211	New	Availab
N80890	MP	2023	Ab Inflatables	11 VSX	11' 4"	30			XM035037...	WHITE, BLUE	NA	\$27,539	0.00 %	\$27,539	\$15,990	42.00 %	\$232	New	Availab
N80889	MP	2023	Ab Inflatables	13 DLX	13' 0"	50			XM021014...	WHITE, BLUE	NA	\$35,098	0.00 %	\$35,098	\$25,458	27.00 %	\$252	New	Availab
N80888	MP	2023	Ab Inflatables	15 DLX	15' 0"	70			XM026017...	WHITE, BLUE	NA	\$46,446	0.00 %	\$46,446	\$29,808	36.00 %	\$334	New	Availab
N80887	PEA	2023	Ab Inflatables	15 VST	15' 0"	70			XM014020...	CREAM, DARK BLUE	NA	\$37,108	0.00 %	\$37,108	\$27,734	25.00 %	\$267	New	Availab
N80892	MP	2023	Ab Inflatables	17 DLX	17' 0"	115			XM027011...	WHITE, BLUE	NA	\$60,596	0.00 %	\$60,596	\$44,284	27.00 %	\$435	New	Availab
N81011	PEA	2023	Ab Inflatables	9.5 ALUMINA AXL	9' 6"	20			XM095009...	GRAY	Y	\$23,158	0.00 %	\$23,158	\$16,974	27.00 %	\$195	New	Availab

Hours carry through to the inventory listing page:

STOCK NUMBER	U32562
PACKAGE ID	574679621
ORDER NUMBER	CHRIS CORTEZ
CONDITION	
HOURS	647.0000
AXIS	
MODEL NAME	T22
MODEL YEAR	2020



## BOAT SHOW DEAL LOG UPDATE

Boat Show season is upon us, and we have streamlined the boat show log process. In the past, the log was maintained on a separate spreadsheet in your Boat Show Teams folder. This meant double entry, as the deal was first put in Lightspeed and then entered on the log. It was a process everyone loved.....

Moving forward, the team has automated the show log. Simply choose type and source code in the customer record as shown below, and the deal will now show in the show sales log as well as the pending sales log. That's because they are now one in the same!

Unit Type	Stock #	N/U	Year	Make	
BOAT	B80224	Consigned	2007	BOSTON WHALER	305
ENGINE	B80224E	Consigned	2007	MERCURY	250

The current Pending Deal Log has been updated as shown below to allow you to select the event. Just click on the slider to enable the drop-down:

Deal #	Status	LOC	Inv...	Contract D.	Ship	Closed	Salesperson	Customer	Customer ID	N or U	Year	Make	Model	Stock Num.	Net Price	Trade Year
40302	Pending	BMD	Availa...	09-24-22		10-12-22	RICK HAAS - BMD	DAVID SCOTT WEIR	576529385	C	2007	BOST... WHAL...	305 CONQUEST	B80224	\$110,000	
40305	Pending	BMD		10-06-22		10-17-22	RICK HAAS - BMD	JOHN HOPKINS	576721160	N	2022	EDGE...	262 CX	N80670	\$256,729	2001

### Important Notes:

1. It must be a deal in Lightspeed with a stock number and deposit to be displayed.
2. The show codes are "hard-coded" in, so notify sos@onewatermarine.com to have your show or event added.
3. The log is "locked down" 3 days after the show, so a true picture of the show is retained.
4. Prior year's results will not show until next year's shows occur, so please print or save last year's file so that you have it at the show for daily year over year reference.





# Annapolis Boat Show

It was an amazing four days at the 50<sup>th</sup> Annual Annapolis Boat Show! There was rough weather for move-in, but the show weather was amazing. Quite a crowd came out to browse and buy. Everyone worked together as a team from setup to breakdown and had a great time meeting new customers and seeing old ones that stopped by.

Photos show the Bosun's and OneWater Yacht Group teams.

Submitted by Allison Helfen and Amanda Haddaway





# EVENTS



## GAME DAY AT PHIL DILL BOATS

The Phil Dill team showed their team spirit this weekend for the Longhorns v. Sooners game. They took a boat downtown to pass out t-shirts and hosted a watch party in their showroom.

Submitted by Briley Phillips

## SHELLEY THORNTON RETIREMENT

Congratulations to Shelley Thornton on her retirement. Shelley works in the accounting department as a staff accountant and has been with the company for six years. She loves plants and her bunny named Gumbo. She is retiring to travel with her husband, Michael.

The Legendary Marine team held a farewell lunch last week. Shelley's last day is October 14<sup>th</sup>, and she will be dearly missed by everyone.



Submitted by Hope Urquhart



# VIRTUAL TRAINING SEMINARS

## Introduction to 360° WalkAround Photos *with Impel*

**October 13, 2022, 10 a.m. ET**

*The team from Impel will show us how to use our new product, which will allow us to take 360° degree interior and exterior photos of every boat. Customers will be able to use their mouse to get a fully-rotated view of a boat on your store website.*

*Managers, if you decide after viewing the introduction that your store would like to use Impel, you can contact Kyle Greer at [kgreer@impel.io](mailto:kgreer@impel.io) to sign up.*

## Using the New Boat Show Deal Log *with Dave Witty*

**October 18, 2022, 3 p.m. ET**

*Dave Witty, OneWater's Chief Technology Officer, will walk you through how to use the updated Boat Show Deal Log just in time for the Fort Lauderdale Boat Show.*

*Managers and Business Managers should have a calendar invitation to this meeting, but anyone else is also welcome to join if you'd like to learn more about the pending deal log.*

» REGISTER

## UPCOMING EVENTS



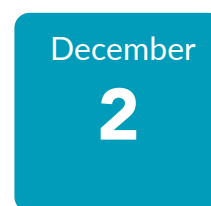
Lake Lanier  
Boat Show



Legendary  
Barletta/  
Sportsman  
Demo Day



Fort Lauderdale  
International  
Boat Show



Singleton  
Barletta VIP  
Night