

BOATSHARE UK

AGENT & BROKER GUIDE

A new buyer route that keeps your agency involved

A concise guide for boat sales agents and brokers using BoatShare UK to present suitable boats as fractional ownership opportunities.

Clear fees. Protected introductions. Proper written completion.

The commercial arrangement

BoatShare UK is paid only when the agreed work produces a completed transaction. Commercial terms are signed before a listing or buyer introduction is released.

BOATSHARE-INTRODUCED BUYER

40%

BoatShare receives 40% of the agent's gross commission, subject to a £1,000 minimum per completed share.

ADVERTISING-ONLY ROUTE

25%

Where BoatShare advertises the opportunity but the agent independently generates the buyer.

AGENT RETAINS

60%

On a BoatShare-introduced sale, the agent keeps 60% of the agreed gross commission.

Example: a £200,000 boat sold at 6% commission generates £12,000 total commission. BoatShare receives £4,800 and the agent retains £7,200.

Why the agent still benefits

A different buyer pool

Reach people who want genuine ownership but do not want the cost or responsibility of a whole boat.

Your instruction remains

The appointed agent's role is agreed before launch; BoatShare does not quietly take over the listing.

No completed sale, no success fee

The commission share is earned only when a protected BoatShare transaction completes.

Paid through completion

The BoatShare fee is shown in the completion statement and paid from the agreed commission proceeds.

How an agent listing works

1

Confirm authority

The agent confirms the seller's approval and supplies the agreed boat particulars and photographs.

2

Agree shares and fees

The parties record the proposed share structure, agent role, commission basis and BoatShare split.

3

Register the opportunity

The vessel receives a listing ID. Every BoatShare enquiry receives a time-stamped Lead ID.

4

Qualify and introduce

BoatShare gathers relevant buyer information and makes the introduction through the agreed route.

5

Progress the transaction

Viewing, offer, survey, documentation and completion are handled by the appropriate parties.

6

Complete and distribute

The agreed agent and BoatShare fees are paid from completion, with a clear audit record.

Protected introductions

- A registered BoatShare lead remains protected for 12 months from the last substantive recorded contact.
- The protection covers a share or whole-boat purchase by that buyer or a connected person or company.
- An agent can identify a genuinely pre-existing active buyer by providing dated evidence within two business days of the lead notice.
- Moving discussions off-platform does not remove the agreed fee from a protected transaction.

The final Agent Partner Agreement will define the protected transaction, evidence process, payment terms and each party's responsibilities. BoatShare UK does not guarantee a buyer, price, timescale, finance, survey result or legal completion.