



# **Sell Your Boat in 30 Days: Minimize Your Investment Maximize Your Profit**

*Thomas Cook Joan and Serepta Harrison Chair in Ethics and Justice and professor*

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*Sell Your Boat in 30 Days!* is the result of Thomas Cook's lifelong love of boats and his desire to help each one find the perfect home. This invaluable handbook guides readers through each step of the selling process, from preparing the boat and placing an ad to dealing with prospective buyers and completing the transaction.

Cook teaches techniques for accurately determining the actual market value of a boat and reveals which repairs and upgrades are worth doing and which are a waste of time and money. His advice concerning ad content and placement will maximize the number of prospective buyers while minimizing the expense of advertising. He also offers a variety of creative selling alternatives, including hiring a broker, donating the boat in exchange for a tax break, or putting it up for auction on the Internet.

This is an ideal guide for anyone who wants to sell his boat quickly, painlessly, and at a premium price.

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