

# North U.

## Race Tactics Seminars

### Hosting a North U 2011 Seminar

You can host a Racing TACTICS Seminar at your club. The Racing Tactics course is a full day program which runs from 9:00 am - 5:00 pm on Saturdays or Sundays from February - May and is taught utilizing our interactive multi-media CDs with such interactive tools including the Wind Shift Simulator and Tactical Situation Maker.

Below is an approximate schedule for a given day:

7:30 am - Setup time for instructor  
8:00 am - orange juice, coffee,  
8:15 am - Check in and/or walk in registration begins  
9:00 am - Seminar begins  
10:30 am (approx) - 10 min break  
12:30 pm - lunch break (usually 45 min - 1 hr.)

Our lunch needs are kept pretty simple - usually we have assorted sandwiches, chips, fresh fruit, some type of salad (ie., pasta, macaroni, etc.), cookies, & beverages.

3:00 pm - 10 min break  
4:30 - 5:00 pm - seminar ends

### Site Requirements

We'll need the following at the seminar location:

- € Classroom style set up, with tables and chairs (participants like to take notes).
- € LARGE screen, preferably 8x8 or as close to these dimensions as possible. North U will cover the cost of the club having to rent one from an outside vendor, if no screen is available.
- € Control over lighting (too many windows and no window coverings will present a problem).  
The room needs to be dark enough to see our presentation. Don't forget, the sun is out during the day.
- € Projection table with power. (We bring our own projector and computer. Backups are welcome.)
- € White board, black board or flip chart with markers.
- € Registration table.
- € Catering for breaks and lunch.
- € Detailed directions, ample parking.
- € Housing and Local Transportation for the Instructor is always welcome.

**You can spend a lifetime learning to be a better sailor.  
We are here to accelerate the process.**

29 High Field Lane • P. O. Box 1296 • Madison CT 06443-2516  
203 245-0727 • Fax: 203 245-0472 • WWW.NORTHU.COM

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### How do you help?

Without local support we do not succeed. We need your help to:

- € Select a date and location.
- € Local support: Arrange for coffee, and lunches; receive UPS shipments; and help on the day of the seminar with registration and logistics.
- € Help publicize the event in your club mailings and bulletins as well as contacting other local clubs. We will provide posters and E-vites along with course descriptions and outlines that you can use in your publicity.
- € Hosting a seminar takes some time, but no money. We cover the expenses.
- € Members of the host organization receive a discount to attend our seminars.

### Why Host a Seminar?

Hosting a seminar is good for your club and the local racing fleet. Seminars help get people excited about their sailing, and they improve local racing.

Seminars also bring sailors (prospective members) into your club. Seminars also provide a welcome opportunity for sailors to get together during the off season.

### Marketing

Our major marketing occurs between December-March in both magazines and direct mail. If you would like to host a seminar, we can include your location in our printed schedule, but we must have a firm commitment by Mid-November of your willingness to host a seminar.

### Where do we go from here?

Questions? Contact Fran Wainer or Bill Gladstone at North U.

203 245 0727

800 347 2457

Francine Wainer

Fran@northu.northsails.com

Bill Gladstone

bill@northu.northsails.com

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## Racing Tactics Seminar

### Course Information and Outlines

#### North U Racing Tactics

##### Race and Win

North U. Tactics Seminars teach racing tactics with an emphasis on practical, straightforward ideas that will help you win. Since 1983 over twenty thousand sailors have taken the course. Today they are winning races in fleets around the globe.

#### Up to the Minute Multi-Media

Learn the latest in racing tactics in an all new Multi-Media format. Hundreds of tactical scenarios play out in full motion. Topics include starting tricks to keep you in control, strategy when you know what the wind will do, and when you don't, priorities in mixed fleet racing, and breakthrough insights on downwind wind shifts. You'll learn how to tell if you are tacking too much, when to split and when to cover, and key differences between reaching and running tactics. You'll also learn how to avoid sailing into corners, come from behind tricks, and more.

#### North U Racing Tactics Book

The course book, North U Racing Tactics, serves as both a seminar text and comprehensive reference. Written by Bill Gladstone, the 180 information-packed pages comprise the most complete text on modern racing tactics. The new (7th) edition covers the latest in racing technique, including the current rules, in a graphically driven format which facilitates easy recall. This edition also features insights on wind and windshifts which will change your understanding of both upwind and downwind performance as well as successful tactical approaches to catching up from behind (just in case you don't lead all your races all the time). North U Racing Tactics is the companion to North U Racing Trim.

#### North U Racing Tactics CD-Rom with Wind Shift Simulator and Tactical Situation Maker

The perfect companion to our acclaimed book is the fifth edition North U Racing Tactics CD-Rom. The course is taught using the updated North U Racing Tactics CD-Rom. The CD put tactics in motion with diagrams, animations, photos, photo sequences, and hours of video! The CD also features our exclusive interactive Wind Shift Simulator. With the simulator you can set up your own scenarios to learn proper positioning for wind shifts both upwind and downwind. In addition, the CD includes our exclusive Tactical Situation Maker. With the Tactical Situation Maker we can diagram any rules or tactics situation for discussion or analysis (without resorting to "Bar Karate" ie - waving hands in the air to sequence a tactical event.) A take-home version of the seminar CD-Rom, complete with a voice over by the author, is included with the course. It's a great way to review the course at home, and it's available for purchase if you can't attend.

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#### Top Instructors

Not every great sailor is a good teacher. Our seminar leaders combine outstanding racing skills with years of teaching experience. The focus is on your sailing, not their sea stories.

#### Outline

North U Racing Tactics

Race & Win

- The Racing Hierarchy
- Heads Up!
- Tactics and Winning

Race Prep

- Tune up, Test the course, Plan your start

Starting Strategy

- Where to Start
- Approaches

Starting Tactics

- The Start
- Avoiding Common Pitfalls
- Starting Rules

Upwind Strategy

- Wind and Wind Shifts
- Wind Shift Strategy – none, one, two, many...
- LEPs, leverage, catching up
- Tracking and Predicting the Wind
- Current
- Local Knowledge

Upwind Tactics

- Wind Shift Tactics
- Tactical Principles
- Tactical Course Management
- Mark Rounding Tactics
- Weapons
- Upwind Rules

Downwind Strategy and Tactics Strategy

- Tacking Angles and Wind Shifts
- Downwind Windshifts – one, two, many, building!
- Where are the Shifts?
- Current
- Tactics: Attack and Defense

Mark Rounding and Finishing

- Downwind Rules
- Mark Rounding Rules & Tactics
- Finishing Rules & Tactics

Conclusion

- Boat Handling, Boat Speed and Tactics
- A Tactical Wizard

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