

North U.

Race Tactics Seminars

Hosting a North U Seminar at Your Club

You can host a Racing TACTICS Seminar at your club. The course is a full day program and runs from 9:00 - 4:30.

You pay a flat fee for us to provide the seminar leader and course. In addition, you are responsible for instructor travel expenses, meals and lodging. There is an additional charge for course books and CDs plus shipping fees. You pay only for the materials you use and can return any unused materials.

Marketing

You are responsible for marketing and promoting your event in addition to handling registrations. We will provide course descriptions and outlines that you can use in your publicity. We will also provide posters and E-vites. You can charge whatever tuition you like.

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
- € 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 or black board.
- € Registration table.
- € Catering for breaks and lunch.
- € Detailed directions, ample parking.
- € Housing and Local Transportation for the Instructor is always welcome.

Cost

Instructor and Course Fees for Racing: \$1800 for a one day seminar.
Plus Instructor travel, meals, and accommodations.

In addition, there is a cost per student for course materials:
Seminar Books: \$18 per student (regular retail price is \$25).
Seminar CDs: \$25 (regular retail price is \$40).
Unused books and CDs can be returned.

These fees are in addition to your local expenses - for marketing/ mailing, catering, room set up and equipment, if any.

**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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Pick Your Course and Dates

Please let us know as soon as possible the course and date(s) you prefer. If possible, provide us with alternate date(s) as well.

Tuition

You can charge whatever fee you choose for students. We can provide some guidance if you like.

Deposit

A \$500 deposit is required to hold dates.

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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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 fourth edition North U Racing Tactics CD-Rom. The course is taught using the updated North U Racing Tactics CD-Rom. The CD puts 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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Course Information and Outlines

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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