

Changes and Solutions

I want to bring to World Sailing basically **in three different areas**:

- **First to rebuild the trust in World Sailing**
- **Second to resolve the financial issues**
- **And third and most importantly to grow sailing**

1) **Growing sailing. Sailors first:**

I want to invest a much higher percentage of our budget of our revenues in emerging nations programs, in regional development programs in the youth, and in universities for coaches.

2) **I want to resolve the deteriorated World Sailing finances**, face the hard realities with actions not with words. **Reduction of operating expenses** my target is 50 percent, how downsizing our vanity offices, eliminating unnecessary meetings, redesigning the costly annual general meeting, and taking advantage of teleworking. World Sailing is a service organization, and we have to reduce or eliminate expensive event organization by World Sailing **on the revenue generation**. I want to build on my extensive experience and relationship with IOC sponsorship programs and with the America's cup where I have been involved in the past. I think it is important that we work closely with the CEO and the World Sailing staff on creating new creative sponsorship programs and design corporate sponsored specific programs for emerging nations and youth, I think there's a great opportunity there. Finally, I want to re-establish a close working relationship with the Olympic solidarity which offer extraordinary opportunities in the development of our sport.

3) **Transparency:**

I think we need to implement and publish financial reporting every three months. Make digital voting culture of World Sailing and publish and eliminating conflicts of interest.

4) **Building a better board with a strong leadership:**

We must rebuild the trust in the board. We have to evaluate the performance of the board every year, we need a strong board with unity, but at the same time diversity, the board has to be an example of ethical standard of principles and of values a clear collaborative relationship with the CEO, with the AGM, with the different committees and with a Council, that is very important. The basis of the success in the future of World Sailing lies in a good communication and a good dialogue with the MNAs, we need not a top-down leadership, we need a bottom-up culture of World Sailing.

We need to promise we need to deliver and to need to be accountable.

Thank you very much!