



TURNING POINT
FOUNDATION

Improving Inclusion in Society with Sailing

World Sailing Sustainability Webinar Series
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Why...

... Inclusion?

... with Sailing?

... with TURNING POINT?

- Many people in our society do **not participate** in social or business life
- This is often due to a **lack of self confidence** based on physical, mental or social disadvantages



- Sailing is ideally suited to strengthen self confidence, team building and inclusion
- Mastering of nature (wind, weather, waves) and technics (boat, sails), ideally in a team, **brings forward a feeling of self-efficacy** ("I can do this")
- Sailing can **empower** to better manage actively ones' own life
- BUT: people with a handicap often **do not have access** to the sport of sailing or the **barriers to participate** are too high
- The TURNING POINT (TP) team has jointly **more than 200 years of experience** in delivering motivational sailing experiences for people with a handicap
⇒ We successfully deliver "turning points" for life





HOW

do we achieve this...

TURNING COURSES



- Sailing for beginners in and with sailing clubs...
- 3 days, 4 TP boats...
- 16 participants / day...
- TURNING POINT organizes together with sailing clubs.

TURNING STARTER



- TP team gives advice or actively helps...
- to organize inclusive sailing activities...
- in sailing clubs...
- on club-owned boats.

TURNING SUPPORT*



- TURNING POINT supports financially...
- inclusive sailing projects...
- also in sailing schools.

TURNING EDUCATION



- Development of staff for inclusive sailing activities...
- in sailing clubs & for TURNING POINT...
- with pragmatic, hands-on advice & activities.

sustainable (no lighthouses!) - using existing infrastructure - supporting, challenging, connecting

*Due to legal constraints currently focused on Germany

What is our expertise?



- Worldwide most successful **paralympic sailing coaches** (50+ medals)
- Paralympic sailing champion as **role model** for a turning point in life based on sailing experiences
- **Founders and developers** of paralympic and inclusive sailing activities in Germany for many years
- **Strong entrepreneurs**: from start-up skills to building up a multi-million conglomerate as owner & CEO
- **Track record** of building up successful sailing academies
- **Profound know-how** in successfully managing charity organizations
- **Executive managers** of stock listed, international companies
- **Profound expertise** in legal and tax matters of foundations

PRINCIPLES AND GOALS

- We **do not compete** with other, existing activities in inclusion or sailing
- We want to **help existing activities** or use them as a base for further development
- We are **non-profit** and **impartial** with regards to conflicts between people, projects, clubs

- We want to deliver an **ongoing and sustainable contribution** to inclusion in society by using the sport of sailing as an instrument
- We want to **enable personal “turning points”** for as many disadvantaged people as possible
- We want to **inform and motivate** others to offer or participate in sailing activities to improve inclusion in society
- We want to finance growth of our activities by acquiring **donations** from individuals or financial grants from institutions that share our vision



What did we achieve up to now?

Establishment of TURNING POINT Stiftung gGmbH on December 2, 2021

Formal, legal purpose:

- Development of society, specifically young and old people
- Support of education and development of personality
- Support of sports activities, specifically sailing

Nomination of supervisory board and managing director

Creation of administrative & operational structures

Recruitment of a strong, broadly skilled team to achieve the company goals

Build-up of processes and structures

Acquisition of 4 Sonar boats

Development of sailing courses to build-up self-confidence of handicapped participants

Homepage & „go-live“; start of public relations work

Recruitment of additional 10 sailing coaches to assist in our operational activities

Execution of 7 sailing courses in Germany with overall 300 participants

SCPC | Chiemsee | 05/22

YCBG | Müggelsee | 07/22

CN | Flensburg | 08/22

YCM | Möhnesee | 05/23

SKBUe | Elfrather See | 06/23

HSC | Hamburg | 07/23

WSVLS | Lausitz | 08/23

With scientific monitoring by the Universities of Hamburg and Flensburg

Financial Support

Examples:

Funding of inclusive sailing activities in clubs

Funding of sailing courses for schools / institutions with children requiring special needs

Funding of sailing equipment for children with special needs

PROOF OF CONCEPT

- Since the beginning we cooperate with the **universities of Hamburg and Flensburg** and educated psychiatrists
- Target: **evaluate the impact of sailing experiences** on the evolution of personalities with physical, mental or social handicaps
- **Qualitative and quantitative evaluation** with questionnaires before & after sailing activities

Results so far:

- Already after one day of sailing with TURNING POINT the **self-perceived self-efficacy** of participants **improved significantly**
- Participants' comments moved from "I am not trustworthy; cannot do" to "I can be trusted; I can do / achieve"
- Educated psychiatrists perceived that **sailing** vs. classroom therapy is about **10 times faster** / more efficient in achieving relevant results



OUTLOOK



- **Ensure sustainability** of performed TURNING POINT courses and funded projects
 - ⇒ People that experienced the power of sailing with / through TURNING POINT and want to continue **MUST** have the possibility to do so
- **Long-term studies with universities** to prove that sailing improves self confidence of people with disadvantages leads to self-empowered inclusion
- **Develop TURNING POINT** to be able to deliver more “turning points” to people with disadvantages
- **Continue collaboration** with German Sailing Association (DSV) and **grow cooperation pool** with sailing clubs
- **Fund raising** to finance growth
- **Knowledge exchange** with relevant organizations
- **International growth** of TURNING POINT concept





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