

## **Sell the experience and lifestyle that Scuba Diving offers.**

This is not new; however, the Scuba industry seems to not to have noticed or we assume that there is no need to sell the experience of scuba diving because we in the industry think everyone already knows about it or something similar.

I took time to scan the internet, most dive service providers (dive centres) sell their training (and agency) as primary and few, the experience. Many, add to this by selling dive travel trips, but this is not selling the experience.

People want to learn to dive – not particularly for the experience of learning but for what they perceive it will allow them to do. I am sure if they could get the underwater experience without the training they would. Dive operations do not sell the lifestyle that people are potentially looking for and that is to go to a beautiful location and dive in the sea and experience the wonders of the underwater world.

*“Trying to sell specific dive travel trips or XYZ Agency course is not selling the lifestyle.”*

Selling a lifestyle is a marketing approach where the focus is on promoting a way of life or a set of values rather than just a product or service. This strategy aims to create an emotional connection between the consumer and a particular way of living, identity, or aspirational goal.

### **Here is how it typically works:**

**Identify a Lifestyle:** Focus on elements that resonate with potential divers. This could include the thrill of diving in local or exotic locations, interacting with marine life, or the sense of adventure and freedom. Highlight aspects such as meeting new people, forming friendships based on a shared passion, and the potential for a rewarding career as an instructor.

**Create the Image:** Develop an engaging and aspirational brand image that embodies this lifestyle. Use visuals that capture the essence of scuba diving: couples or families underwater with vibrant marine life, instructors teaching in stunning locations, or groups of divers sharing moments of joy. Your marketing materials should convey this lifestyle consistently.

**Tell a Story:** Craft compelling narratives that show how your services (such as dive training or instructor courses) enhance the desired lifestyle. Use storytelling across advertising campaigns, social media, and endorsements from influencers who live and breathe this lifestyle. Share personal success stories of divers who have transformed their lives through scuba diving.

**Connect Emotionally:** Appeal to your audience's emotions and aspirations. Illustrate how diving can lead to personal fulfilment, travel a sense of adventure, or a meaningful connection with nature. Emphasize how embracing this lifestyle will fulfil their dreams and aspirations.

**Build Community:** Foster a sense of community among your customers by creating spaces or platforms where they can share experiences, values, and aspirations related to the lifestyle.

### **Getting Started and Further Engagement**

Make it easy for potential customers to take the first step toward this lifestyle. Include a clear call-to-action on your homepage, inviting them to contact you for personalized guidance. Use your website home page to inspire and inform, then encourage them to reach out for more details and to discuss how they can begin their journey.

For those interested in specific *courses or dive travel*, dedicate separate pages to these offerings while maintaining the overall theme of the lifestyle. Ensure that all content reflects the lifestyle appeal and shows how training or travel is a gateway to the dream lifestyle they seek.

Dive professionals who align their services with the desired lifestyle are the ones who will thrive. By focusing on the transformative experience and the lifestyle potential of scuba diving, you can build deeper, more lasting connections with your customers and become a leader in the industry.