

THE ABYA INTRODUCTION TO PROFESSIONAL YACHT BROKERAGE COURSE 2021

THE AIM OF THIS COURSE

This course aims to introduce you to Yacht Brokerage and what it means to be an ABYA Broker. Some of you may have spent time in Brokerage, either on your behalf or as part of a larger Brokerage organisation. Learn the fundamentals of what is involved in becoming a Professional Yacht Broker and gain a step up your career path as a Marine Professional. Join other ABYA Members working at prestigious brokerages who have also completed this course.

Yacht Brokerage spans an extensive range of craft and values, and indeed, there are many different styles of conducting Brokerage.

- Specialising in a type/marque
- Styles – Racing, Blue Water Cruisers, Traditional & Classic and So on
- A broker that operates as a one-person band in a harbour up a creek
- A broker that is based in one marina
- A broker that will be based at home and travel
- A broker that is attached to new boat retail set up and indeed may well be involved in new
- Large Yacht Brokers and Super Yacht Brokers etc.

It can be a lifestyle, a career, and the rewards can be what you make of them.

ABYA - The Association of Yacht Brokers & Yacht Agents is here to support individual brokers. ABYA is a go-to resource for advice to its members and the provider of a structured path to building your career.

ABYA is building a process of CPD (Continuing Professional Development), giving the broker a legitimate and recognised professional qualification that can accompany the individual broker throughout his career. This is particularly useful should you wish to practice your profession in the USA and Europe, where some countries require the broker to be qualified and licensed.

Examples of the topics covered

- The Brokers Role
- Marine Law
- Gathering in your stock Building a picture
- Yacht Brokerage and the Internet.
- Title Bills of Sale, Builders Certs, HIN No's etc
- New Boat Sales & Membership talk from YBDSA
- T Brokers perspective.
- Registration
- Marine Insurance
- Marine Finance
- Negotiations S&P Agreement
- The Marine Surveyor
- Surveys and Sea Trials

2 weekly sessions starting at 19:00 GMT
lasting approx. 1-2 hours

Classes will be presented via Zoom
Invitation links will be sent out prior to the event starting with all relevant handouts