



PRACTICAL YACHT BROKERS COURSE

A must attend for those looking for the next step in their yacht brokers journey.

Created in partnership between ABYA Academy and British Marine, this is a brokerage course not to be missed! Delivered by industry experts and giving you the inside track to success.

POPULAR COURSE

COURSE INFORMATION

Monday 4th
and Tuesday 5th
November 2024

Onsite Event in
Solent Hotel & Spa,
Fareham



In-depth discussions will take place on the subjects of Marine Law, Anti-Money Laundering and Know Your Customer (KYC), Insurance, VAT, and Recreational Craft Directive (RCD); making sure attendees can demonstrate the knowledge and application of the necessary legal, financial, and tax documentation required to pass on a good legal title when brokering a vessel.

Other topics on the agenda include:

- Selling techniques
- Conflict management
- How to use social media and digital marketing to maximise sales
- Details on selling new, used, and part exchange vessels, and the different financing options available to clients
- Tricky negotiations towards the end of a sale
- Sea trials and the IPV Code
- The role the Marine Surveyor plays in the brokering process, including MCA coding and the selling of commercial vessels.

Finally, there will be a Q&A session with an experienced broker. This industry expert will be available to share their decades of experience and answer any burning questions.

FULL COURSE

MEMBER PRICE - £625

(ABYA / YDSA / BRITISH MARINE)

NON-MEMBER PRICE - £875

Any questions please contact: events@ybdsa.co.uk

SCAN ME



SECURE
YOUR PLACE