

The ABYA Introduction to Professional Yacht Brokerage

THE AIM OF THIS COURSE

This course is aimed as a general introduction to yacht brokerage and what it means to be an ABYA Broker. Some of you may have spent some time in Brokerage either on your own behalf, or as part of a larger Brokerage organisation.

Yacht Brokerage spans a very wide 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-man 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 a new boat retail set up and indeed may well be involved in new?
- Large Yacht Brokers and Super Yacht Brokers. Etc

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 build 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 will require the broker to be qualified and indeed licensed.

It may not be a requirement here in the UK yet, but one must assume it will come and it is better to be prepared and ahead of the game as it evolves. As one learns more and can prove it, you will attract more customers who will trust you, your insurance rates should be able to be negotiated down with justification and your confidence will grow and business will increase.

Below are Examples of the topics covered

- Introduction to the Course 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
- Marine Insurance
- VAT Brokers perspective. Registration.
- Listing & Listings
- Marine Finance
- Negotiations S&P Agreement
- The Marine Surveyor
- Surveys and Sea Trials