



PRACTICAL YACHT BROKERAGE COURSE



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This two day course provides an excellent introduction for prospective yacht brokers and dealers, giving them all the information they need to be able to operate successfully and professionally. For more experienced brokers and dealers it is also a cost effective way to keep abreast of the latest legislation and current developments.

Held at the Marwell Hotel near Winchester in Hampshire, the course tutor is Owen Box, a highly experienced broker who will be supported over the two days by a number of knowledgeable and respected industry specialists.

After completing the course, and as long as they are working in brokerage and have appropriate PI insurance, delegates are eligible for one year's **free** probationary (non-voting) membership of ABYA. More experienced brokers may submit a sales file for one year's **free** Accredited membership.

PROGRAMME SUBJECTS

Topics will be covered by guest speakers, all specialists in their sectors.

- Introduction
- Aims and objectives
- Setting up the office
- Obtaining listings
- Standard listing forms
- Sales details
- Obtaining & dealing with enquiries
- Advertising & PR
- Internet/web advertising
- Viewing arrangements
- Selling techniques
- Checking title / Deposits
- VAT & RCD
- Sale & Purchase Agreements
- Acceptance and offers
- Organising the Survey
- The Survey
- Negotiation
- Bills of Sale
- Registration
- Finance
- Insurance and the broker
- Completion of purchase
- Transfer of Title
- Law
- New boat sales

Delegates who successfully complete the course will receive a Certificate.

Course options are shown on the booking form herewith and include:

- Coffee, lunch and afternoon tea on both days
- Delegates' dinner
- Course folders with accompanying course notes



BOOKING FORM

OPTIONS

Option 1: Member companies.

2-day course which includes the delegate dinner on the first evening.

Option 2: Member companies.

2-day course which includes overnight accommodation on the first night and the delegate dinner.

Option 3: Member companies.

2-day course which includes 2 nights accommodation and the delegate dinner.

Option 4: Non-member companies.

2-day course which includes the delegate dinner on the first evening.

Option 5: Non-member companies.

2-day course which includes overnight accommodation on the first night and the delegate dinner.

Option 6: Non-member companies.

2-day course which includes 2 nights accommodation and the delegate dinner.

For two or more delegates please call the ABYA head office.

Member companies	Please tick	No of delegates
Option 1:	<input type="checkbox"/>
Option 2:	<input type="checkbox"/>
Option 3:	<input type="checkbox"/>
Non-member companies		
Option 4:	<input type="checkbox"/>
Option 5:	<input type="checkbox"/>
Option 6:	<input type="checkbox"/>

I enclose a cheque for £ made payable to 'YBDSA'.
All prices shown are inclusive of VAT.

Bank details for direct payments:

Lloyds TSB Bank plc, 12 High Street, Haslemere,
Surrey, GU27 2JG, UK
Sort Code: 30-93-94
Account number: 00458802
IBAN number: GB26 LOYD 3093 9400 4588 02



Please include your name and course reference 'PYBC' if paying by bank transfer.

Payments and Refunds

A deposit of 25% is due at the time of booking.
Full payment is due 2 weeks before the course starts.
No refund of the fee is available for cancellations made less than 14 days before the start of the event.

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BOOKING FORM

DELEGATE(S) DETAILS

Delegate 1

Name:

Length of time in brokerage to date:

Delegate 2

Name:

Length of time in brokerage to date:

Name of company:

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Address:

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Tel:

Fax:

Email:

Please state any special dietary requirements:

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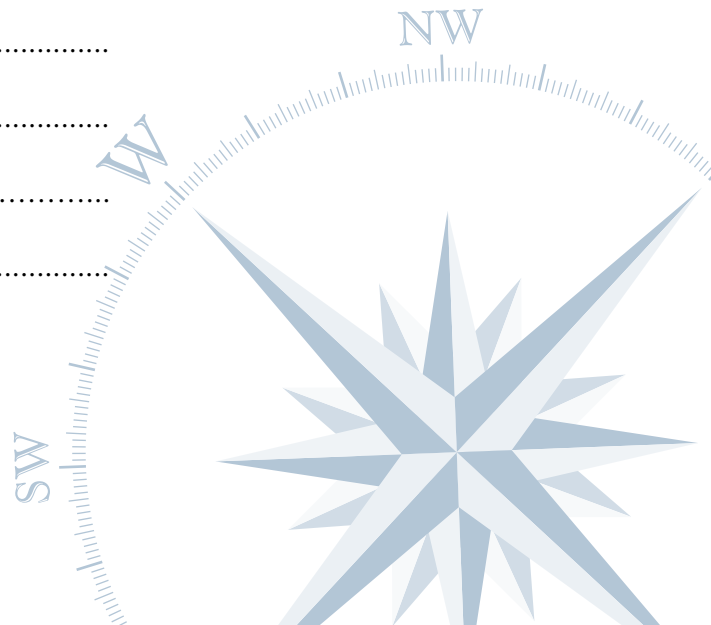
Authorised company signature:

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Date:

Please return this form to:
ABYA, The Glass Works, Penns Road,
Petersfield, Hampshire, GU32 2EW.

Tel: +44 (0) 1730 266430
Fax: +44 (0) 1730 710423
Email: kay@ybdsa.co.uk
Website: www.abya.co.uk



HOTEL ACCOMMODATION AND LOCATION

ACCOMMODATION

Marwell Hotel is different from any hotel you've experienced in the UK and that difference is reflected in the service, the atmosphere and the surroundings - all of them out of the ordinary. Each of the rooms has an en-suite bathroom, broadband connection and digital freeview TV. The Marwell Hotel Leisure Club features a heated indoor swimming pool with jacuzzi, sauna and a fitness zone with a selection of exercise machines.



There are other hotels and B&B accommodation in the general area for those who do not wish to stay at the Marwell Hotel, including a Travelodge at Eastleigh.

LOCATION

Marwell Hotel – Thompsons Lane, Colden Common, Winchester SO21 1JY - is situated in classic Hampshire countryside, easily accessible from both London and Southampton and only a short drive from the historic city of Winchester. The M3 and M27 motorways are close by as are Winchester and Eastleigh mainline railway stations. The hotel is just 15 minutes drive from Southampton International Airport.

By road: the Marwell Hotel is situated next door to Marwell Zoo on the B3337 between Fareham and Winchester. Follow the brown tourist signs to the Zoo from the M3 and M27. The postcode is SO21 1JY. A location map is enclosed for your convenience. There is ample free parking at the hotel.

By rail: the nearest train stations are Winchester or Eastleigh, both of which are on the Waterloo – Southampton main line. Taxis are available at both stations.

By air: the nearest airport is Southampton – this adjoins Southampton Parkway train station which is one stop from Eastleigh. For arrivals at Heathrow airport delegates may find it easiest to take the Heathrow coach to Woking train station and join the Waterloo – Southampton line and travel southwards to Winchester or Eastleigh. For Gatwick arrivals there are several options, but it may be easiest to take the train to Clapham Junction and change onto the southbound Waterloo – Southampton line.

