

ABYA LEADS THE WAY IN BROKER TRAINING

The ABYA summer conference held in Wokefield Park, near Reading, was heralded a great success providing further in-depth training and information for brokers and other marine industry professionals. The imposing venue along with excellent weather created the perfect environment for the event. Conferences organisers were delighted to welcome over thirty delegates from the UK and overseas. ABYA also run Practical Yacht Brokerage courses during the year, covering practical issues for professional brokers.

The current YBDSA President, Richard Ayers started proceedings with an interactive presentation focusing on questions Brokers should ask Surveyors at the time of survey. Guest speakers included Hans Bouman from Burgess Yacht Management, Holland talking about classification and flag state, Pat Slavin from Affinity Yacht Management explaining effective corporate structure and Ray Cotton from HMRC advising on VAT issues for yachtsmen. Following changes in January, the HMRC was invited to talk about the latest changes in VAT laws. As a result of this initiative a VAT report, specifically for boat sales professionals, will be written. Detailed information on VAT changes is now available in the member's area of the website - www.abya.co.uk.

Christian Moore, ABYA Chairman commented;

'The conference was the perfect platform for Brokers, either experienced or new to the industry, to meet a Surveyor. The sharing of surveying experience will help Brokers to manage expectations of both the vendor and the purchaser at the time of sale. The event was an excellent opportunity to develop professionally and was very well organised.'



Ends

July 10th 2010

For media enquiries please contact Sandra Riedel O'Brien of Riedel PR on 01243 576538 or email info@riedelpr.co.uk

Editors notes:

The Association of Brokers and Yacht Agents, known as ABYA, is the UK membership association for boat sales professionals. There are over 150 members in the UK and abroad. The Association runs training courses throughout the year for those new to the industry and more experienced brokers. The association has a reputation for high training standards, a dependable code of practice along with promoting continuing professional development. To find out more about ABYA log onto www.abya.co.uk