

PRESS NEWS from:



ASSOCIATION OF BROKERS & YACHT AGENTS

FULL MARKS ON THE LATEST ABYA BROKERAGE COURSE

Twelve delegates successfully completed the latest Practical Yacht Brokerage course run by the Association of Brokers and Yacht Agents (ABYA). The two-day intensive training, held at Marwell Hotel, Winchester, was led by experienced yacht broker Owen Box, a former President of ABYA. The course, which runs three times a year, is designed both as an introduction for those joining the industry and as an opportunity for more experienced brokers to update their knowledge along with any changes in legislation, guidelines and techniques. All successful delegates are awarded certificates and current brokers, with PI insurance, can apply for one year's free ABYA membership.

Owen Box was joined by several guest speakers from the industry offering specific advice from their own market sector including fundamental marine law, surveying, finance, boat registration, insurance, new boat sales and selling skills. An informative demonstration on how boat buyers and search engines view websites combined with practical advice on current technology was a popular topic. The course was attended by a combination of new and experienced brokers with three inland waterways companies attending for the first time.

Mark Pearce of Boat Showrooms in Shepperton added:

“I have been working in yacht brokerage for 20 years and found several topics on the course of importance and relevance to my work. The high standard of professional and experienced speakers from the marine industry was particularly impressive. The knowledge I gained during the two days ensures the continuing professional operation of our business.”

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The next Practical Yacht Brokerage course which is open to non-members will be held in June. For more information or to reserve a place contact Kay Greenwood on 01730 266430 or email kay@ybdsa.co.uk.

To find out all about the services ABYA has to offer log onto www.abya.co.uk.

Caption: Nick Ryley, Ex-President of ABYA and guest speaker on the course.



Ends

5th March 2010

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