



SUMMER BROKERAGE COURSE DATES ANNOUNCED



The next ABYA Practical Yacht Brokerage course is on June 7th and 8th based at Marwell Hotel, Winchester. The course, open to non members, is designed as an introduction for those new to the industry and an opportunity for more experienced brokers to update their knowledge on new legislation, guidelines and technology. Owen Box, experienced yacht broker and former President of ABYA will be heading up the two days intensive training joined by a team of industry specialists. Successful delegates are awarded certificates and current brokers, with PI insurance, can apply for one year's free ABYA membership.

Guest speakers will discuss fundamental marine law, surveying, finance, boat registration, insurance, new boat sales and the internet. First time guest speaker Rhian Sewell, Ancasta's Brokerage Manager, will be presenting 'Selling Skills'. A long term member of ABYA with over 13 years experience in brokerage, she attended the course in 1997. Rhian adds:

'The course was the perfect springboard into brokerage and gave me a very good understanding of the variable elements of this fascinating profession. It is an excellent introduction to the vocation and one that I still refer to and recommend after all these years.'

For more information or to reserve a place contact Kay Greenwood on 01730 266430 or email kay@ybdsa.co.uk.

The ABYA summer conference which provides further training and development for brokers, both members and non-members, is on June 17th at Wokefield Park Conference Centre. For full details contact Kay Greenwood or log onto www.abya.co.uk

Ends

29th April 2010

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