



ABYA PRACTICAL YACHT BROKERAGE COURSE

Marwell Hotel, Thompsons Lane,
Colden Common, nr Winchester SO21 1JY

PROGRAMME

Day One

9.00	Introduction to ABYA/YBDSA CEO of YBDSA	Jane Gentry
9.30	Yacht Broking	Owen Box Course Leader
10.30	Coffee	
10.45	Yacht Broking & the Internet	
11.45	Marine Law	
13.00	Lunch	
14.00	Marine Finance and Registration	
15.00	Yacht Brokerage	
16.00	Tea	
16.15	The Marine Surveyor and Overview of the RCD	
17.30	Conclusion of Day One	
19.30	Course dinner for all delegates (included in the fee)	

Day Two

9.00	Yacht Broking	
10.30	Coffee	
10.45	VAT	
12.00	Marine Insurance	
13.00	Lunch	
14.00	A brief introduction to New Boat Sales	
15.00	Selling Skills	
16.00	Tea	
16.15	Yacht Brokerage – Summary	
16.50	Open Forum	
17.00	Close of the Course	

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