

# Press Release

*August 2009*

## **Brokers' course aims to provide competitive edge in the downturn**

With the downturn in the economy, ABYA's intensive two-day Practical Yacht Brokerage course aims to help yacht brokers enhance their professionalism and maintain a competitive edge. The next course is being held on Monday and Tuesday, 2<sup>nd</sup> & 3<sup>rd</sup> November 2009. Chilworth Manor, which is close to Southampton International Airport, has also been chosen as the new, more convenient location.

The course is also open to non-ABYA members and provides a highly instructive introduction to professional brokerage. On successful completion of the course, non-members are entitled to one year's free membership of ABYA, as long as they are working as brokers and have PI insurance.

Former ABYA President Owen Box is the course leader, and delegates can benefit from his many years of brokerage experience. Speakers on the course are all marine industry professionals with extensive experience in their specialist fields such as marine law, insurance, surveying, the internet and e-commerce. The forthcoming course will also feature a topical and informative presentation on new boat sales.

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To find out more, or to book your place, contact Kay Greenwood at ABYA on 01730 266430 or email: [kay@ybdsa.co.uk](mailto:kay@ybdsa.co.uk).

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Issued on behalf of ABYA by Next Step Marketing

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### **Note to Editors**

ABYA is a recognised association for professional boat brokers and dealers, with both UK and European members. The Association runs a brokerage training course for potential members and also provides regular intensive courses for existing members.

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