



## Press Release

February 2009

### Places still available on forthcoming ABYA brokerage courses

*The Marwell Hotel in Winchester is the venue for two forthcoming ABYA courses, including a completely new one, with both open to non ABYA members.*

The Association of Brokers & Yacht Agents (ABYA) is running two courses for industry professionals with different levels of experience – and both are open to non-members of ABYA. Both courses will be held at the Marwell Hotel, Winchester, the first one on 9 & 10<sup>th</sup> March is the association's popular, industry-led **Practical Yacht Brokerage Course**, aimed at anyone that has recently moved into brokerage or new boat sales and needs to expand or update their knowledge. The two days of intensive training will be led by Owen Box – experienced yacht broker and former President of ABYA – with a support team of industry specialists giving lectures on law, VAT, insurance, marine finance, registration, IT and surveying along with an insight into new boat sales. Delegates on the course who are working in boat sales and have PI insurance will be eligible to take up one year's free membership of ABYA.

A day later, on 11<sup>th</sup> March and at the same venue, ABYA will run a **Senior Brokers Course**, a completely new one-day course for experienced brokers, managers of brokerage offices and dealerships. Delegates will be able to look in depth at key issues such as agency law, probate sales, title issues, importing, re-possession and sales for commercial use, together with current financial issues such as the Consumer Credit Act and how finance houses view the current recession. There will also be a session on gaining maximum benefit from IT and the Internet.

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For full details and a booking form for either course contact Kay at ABYA –  
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Issued on behalf of ABYA by Next Step Marketing

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### **Notes 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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