

# Selling Boats? get qualified

The Association of Brokers & Yacht Agents (ABYA) and The Boat Retailers & Brokers Association (BRBA) Boat Sales Qualification has been designed to recognise the competence and experience of those selling new and second-hand boats. The qualification has been designed to be completed whilst you are at work and all of the evidence that you need to generate can be gathered through selling boats.

To achieve the Boat Sales Qualification Candidates must:

- a complete the 4 mandatory units in the logbook:
  - i List a boat for sale
  - ii Establish and satisfy customer requirements
  - iii Negotiate and close the sale
  - iv Complete the sale and handover the boat
- b have evidence of at least 12 months work experience as a Broker or Boat retailer
- c have an RYA or equivalent certificate for boat handling relating to the type of boats they are selling.

Candidates will generally be expected to have also completed:

- the ABYA Practical Brokerage Course
- the BMF Law relating to brokerage course

All Applications will be reviewed by a ABYA/BRBA panel. The panel reserves the right to call applicants for interview and to request further information as required.

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The costs for Registration & Logbook

**ABYA/BRBA Members**

**£125+VAT**

**Non Members**

**£199+VAT**

Please complete this form and send to Liv Whetmore at:

British Marine Federation,

Marine House,

Thorpe Lea Road,

Egham,

Surrey,

TW20 8BF

Name:
Date:
Company:
Telephone:
Address:
Email:

**Delete as appropriate**

I enclose a cheque for:           £125+VAT or £199+VAT

Please invoice me for:           £125+VAT or £199+VAT

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**Please note: Registrations will be valid for 2 years from the date on this form.**

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