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| **Selling Boats?**  **get qualified** |

The Association of Brokers & Yacht Agents (ABYA) and British Marine Boat Retailers & Brokers 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:

1. Complete the 4 mandatory units in the logbook:
   1. List a boat for sale
   2. Establish and satisfy customer requirements
   3. Negotiate and close the sale
   4. Complete the sale and handover the boat
2. Have evidence of at least 12 months work experience as a Broker or Boat retailer
3. 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 British Marine Law Relating to Brokerage and Boat Retailers course

All applications will be reviewed by an ABYA/British Marine panel. The panel reserves the right to call applicants for interview and to request further information, as required.

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| [www.britishmarine.co.uk](http://www.britishmarine.co.uk) Brought to you by:  [www.abya.co.uk](http://www.abya.co.uk) |

The costs for Registration & Logbook

**ABYA/BRBA Members** £200 + VAT

**Non-Members** £400 + VAT

Please complete this form and send to British Marine Training at:

British Marine

Marine House

Thorpe Lea Road

Egham

Surrey

TW20 8BF

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| Name: |
| Date: |
| Company: |
| Telephone: |
| Address: |
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| E-Mail: |
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Invoice will be e-mailed to you upon receipt of this form

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

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