



MYBA INTERMEDIATE  
ONE-DAY SEMINARS  
— FOR EXPERIENCED —

# SUPERYACHT BROKERS

**Monday 10 February  
and Tuesday 11 February  
2025**

**St-Laurent-du-Var, Nice, South of France**

These MYBA Intermediate One-Day Seminars provide an in-depth look at the Sale and Purchase or Charter processes, designed for experienced yachting professionals.

Hosted by:



For further information visit: [www.thetrainingacademy.net](http://www.thetrainingacademy.net)

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# MYBA INTERMEDIATE ONE-DAY SEMINARS — FOR EXPERIENCED — SUPERYACHT BROKERS

## Why should you attend?

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This one-day intermediate seminar is organised in association with MYBA and takes place in the idyllic setting of Nice in the South of France.

The seminar will gather together leading industry experts who will guide participants through an intensive and highly interactive day of analysis, debate and practical case studies on current aspects of Superyacht Broking.

A comprehensive programme offers an excellent chance to improve and expand your knowledge. The delegate numbers are strictly limited to 16 places to assist with the Q&A sessions and panel discussions. This ensures that all delegates can maximise the benefits gained from the practical examples and networking opportunities.

Take advantage of your opportunity to learn from leading experts and network with fellow brokers from within the Superyacht Broking field. As numbers are restricted, it is highly recommended that you register early to avoid disappointment.

## Who should attend?

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Experienced brokers who are looking to expand and update their knowledge and those looking to keep up to date with current changes to the MYBA contracts.

## Past participants include

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Burgess, Hill Robinson, Ocean Independence, Sunseeker, Camper & Nicholsons, Engel & Völkers, Cape4 Yachting, Royal Oceanic, Fraser Yachts, Princess Yachts, Boatbookings, Ancasta Yachts, Edmiston, Privatsea Yachting, Praxis Yachts, YPI, Bernard Gallay, Y.CO, Northrop & Johnson and Dubois Yachts.

### **Delegate Fee - What's Included?**

Your delegate fee is wholly inclusive of the one-day seminar including lunch and refreshments during the course of the seminar.





## Sale and Purchase

Monday 10 February 2025

- » The Superyacht Brokerage Market Today
- » Sales, Purchase and the MoA
- » Problems and Experiences
- » Real Life Case Studies
- » Managing a Crisis

Please see application form for Intermediate One-Day Seminar prices.  
The Intermediate One-Day Seminars are strictly limited to 16 places.

## Charter

Tuesday 11 February 2025

- » The Superyacht Charter Market Today
- » The MYBA Charter Agreement
- » Problems and Experiences
- » Real-Life Case Studies
- » Managing a Crisis

☺☺ The seminar was great in terms of content and lectures. Absolutely worthwhile. Thank you very much,

**Nieves Morales Bustamante**  
**YourChaterYacht.com** ☺☺

☺☺ Even if you are an experienced broker there are always things to learn. It was interesting to exchange cases and to know more about new regulations etc. Valuable and worthwhile coming back next year with my whole team. Thank you for bringing all of us together, it was great socialising with brokers from different countries and companies."

**Rezida Akhmerova**  
**Rezida Yachts** ☺☺

☺☺ After doing the 3-day seminar a few years ago, it was great to do this 1-day seminar. The exchange of knowledge and experience was very interesting to learn and see that some situations are similar to some of own my experiences.

As always, the organisation was great, straight to the point and bringing once again, great speakers allowing a very interesting exchange throughout the day.

Thank you again for all of your time and expertise!

**Hannah Chapelier**  
**Burgess** ☺☺

☺☺ Great opportunity to discuss daily challenges and issues with experienced colleagues and lecturers, and listen about novelties in the market. I would definitely recommend.

**Zlatko Vodanovic**  
**Adriatic Sailing Ltd** ☺☺

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MYBA is a trade association founded in 1984 by a group of prominent yacht brokers with the aim of promoting standards of professionalism and ethics in the yachting industry throughout the Mediterranean and worldwide.

