



MYBA INTERMEDIATE
ONE DAY SEMINARS
— FOR EXPERIENCED —
**SUPERYACHT
BROKERS**

Thursday 6 October
and Friday 7 October 2022

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

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

Hosted by:



For further information visit: www.thetrainingacademy.net

Call us on +44 (0)23 9228 7828 or email: info@thetrainingacademy.net

MYBA INTERMEDIATE
ONE DAY SEMINARS
— FOR EXPERIENCED —

SUPERYACHT BROKERS

Why should you attend?

This annual 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 you 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, panel discussions and to ensure 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?

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

Burgess, Hill Robinson, Ocean Independence, Sunseeker, Camper & Nicholsons, Engel & Völkers, Cape4Yachting, 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 Inclusive of Accommodation

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



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.



Sale and Purchase

Thursday 6 October 2022

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

Charter

Friday 7 October 2022

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

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



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

Nieves Morales Bustamante
YourChaterYacht.com



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 experience.

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

Thank you again to all of your time and expertise!

Hannah Chapelier
Burgess



MYBA Intermediate One Day Seminars for Experienced Superyacht Brokers

Please fill out this form using black ink and BLOCK CAPITALS

APPLICATION FORM

3 EASY WAYS TO REGISTER

- 1 CALL: +44 (0)23 9228 7828
- 2 EMAIL: info@thetrainingacademy.net
- 3 WEB: thetrainingacademy.net

Delegate Details

(Mr/Mrs/Ms/Other):

Family Name:

Forename:

Company Name:

Job Title:

Contact Telephone Number:

Email:

Address:

Post/Zip Code:

Mobile:

Please select one of the following criteria:

- My company is a MYBA Member
- I have previously attended the MYBA Superyacht Brokers' Seminar
- I am able to demonstrate 3 years' experience in the professional yachting industry (either in Sale & Purchase or Charter)

Company name:

Where did you hear about the seminar?

- MYBA Email Website Advertisement

Referred by

Other

Payment Details

Please indicate which seminar you would like to attend.
(Please select one seminar only)

MYBA Intermediate One Day Seminar:

Sales & Purchase (6 October 2022) = £570 (+VAT at standard rate if applicable MYBA Intermediate One Day Seminar).

Charter (7 October 2022) = £570 (+VAT at standard rate if applicable).

Billing Address:

The invoice will be emailed to you containing a link for you to click on and make the payment. If this should not be received within 10 working days, then please check your spam folder.

Delegates will be responsible for all foreign currency transaction fees.

Signed:

Date:

Terms and Conditions

Registrations can only be accepted by completing the application form. You should receive acknowledgement of booking within 48 hours of receipt. If you fail to receive anything, please contact us on +44 (0)23 9228 7828.

Payment must be received prior to attending the seminar. The seminar fee includes all lecture sessions, refreshments and documentation. **Delegates will be responsible for all foreign currency transaction fees.**

Joining Instructions Delegate handbooks, directions and hotel information will be sent no later than 5 working days prior to the seminar.

Cancellations and Transfers Please note, we always endeavour to accommodate our delegates' requests. However, most of our courses have limited numbers to maximise the interactivity between delegates and tutors. Cancellations or transfers at short notice cause inconvenience and may jeopardise the commercial viability of a course. For this reason we are obliged to charge the following administration fees or surcharges:

Cancellations made up to 28 days (i.e. 4 weeks) or more before the course date will be refunded less a 20% administration fee. Cancellations made within 28 days of the course date will be subject to the full course fee and no refund will be given.

Requests to transfer to a later course date will be subject to a surcharge of 25% of the course fee if the request is made within 28 days of the course date that was originally requested.

- » All cancellations and requests for transfer must be in writing and either sent via email or post
- » The transfer option only applies to delegates who are transferring to a different date for the same course
- » The option to transfer can be used only once, after which non-attendance will be treated as a cancellation and all outstanding invoices will be due
- » We cannot automatically guarantee a place on the next scheduled course date

Delegate substitutions are at the discretion of The Training Academy (Southern) Limited. The seminar will be conducted in English.

Amendments to Programmes The Training Academy (Southern) Limited reserves the right to cancel or modify any training event in its programme. In the event of a cancellation where an alternative cannot be provided, payment received in respect of that course will be refunded in full. The Training Academy (Southern) Limited, is not liable for any costs incurred by delegates in connection with their attendance.

This contract is subject to English Law.

By completing and returning the registration form delegates are agreeing to be bound by the cancellation terms and conditions of registration.

Data Protection: We would like to keep you informed of Maritime Services Group products and services.

Yes please, I'd like to stay in contact and hear about relevant training and services: