



19<sup>TH</sup> MYBA

# SUPERYACHT BROKERS

SEMINAR

Monday 3 October to  
Wednesday 5 October 2022

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

Featuring analysis and round table discussions that include charter, yacht management and sales and purchase.

Speakers from leading industry sectors including Fraser Yachts, Burgess, Camper and Nicholson's, Hill Dickinson, Jaffa & Co., Ocean Independence, Maritime Services International, BakerTilly and more.

Hosted by:



For further information visit: [www.thetrainingacademy.net](http://www.thetrainingacademy.net)  
Call us on +44(0)23 9228 7828 or email: [info@thetrainingacademy.net](mailto:info@thetrainingacademy.net)

19<sup>TH</sup> MYBA  
**SUPERYACHT  
BROKERS**  
— SEMINAR —

## Why should you attend?

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This annual three day 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 a panel of leading industry experts who will guide participants through three intensive and highly interactive days of analysis, debate and practical case studies on all aspects of Superyacht Broking.

A comprehensive programme offers you an excellent chance to improve and expand your knowledge and actively participate in practical project work within case study groups. The delegate numbers are strictly limited to 32 places to assist with the Q&A sessions, panel discussions and to ensure that all delegates can maximise the benefits gained from their practical casework and networking opportunities.

Take advantage of your opportunity to learn from leading experts and network with existing and new entrants to 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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Past Superyacht Broker seminars have included a wide range and level of participants covering new and aspiring brokers and brokers already working within the industry looking to refresh and build on their knowledge and experience.

## Past participants include

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Burgess, Hill Robinson, Ocean Independence, Sunseeker, Camper & Nicholson's, 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 Inclusive of Accommodation

Your delegate fee is wholly inclusive of two nights' accommodation in addition to meals and refreshments during the duration of the seminar.

All attendees will be expected to be in the hotel for the entire three days as task work on the first and second evenings will preclude any other commitments.



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.



# DAY ONE

MONDAY 3 OCTOBER 2022

- » Introduction to the Industry
- » VAT and Yachts
- » The MYBA Charter Agreement
- » Q&A Session • Dinner • Networking

All delegates will be placed in groups to work on the Team Tasks which will take place on day one and day two. The seminar will be conducted in English. Seminar content and speakers may be subject to change.

# DAY TWO

TUESDAY 4 OCTOBER 2022

- » The MYBA Sales Agreement
- » Sale and Purchase and the MYBA Memorandum of Agreement
- » Ownership Structuring and Finance
- » Marketing
- » Q&A Session • Dinner • Networking

# DAY THREE

WEDNESDAY 5 OCTOBER 2022

- » Personnel and Training
- » Chartering from a Captain's Perspective
- » MYBA Mission and Ethics
- » Charter Process
- » Surveys and Sea Trials
- » Final Questions, Farewell and Depart

“ I spent three great and intense days. There is a lot going on, a lot of information to acknowledge, very skilled and experienced speakers to listen to. At the end of the seminar, you leave with plenty of knowledge and new learnings.

**Camille Medina, Hill Robinson**

“ The seminar was well structured and well executed. You provided us with tremendous informative content in 3 days. Highly recommend for everyone in the yacht industry.

**Hicham Enhaili, Baroque Yachts**

“ Broad, informative and a unique opportunity to engage with individuals from the peak of the industry – A must for any budding broker.

**Joe Hill, Princess Brokerage International**

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**APPLICATION FORM**  
3 EASY WAYS TO REGISTER

- 1** CALL: +44 (0)23 9228 7828
- 2** EMAIL: info@thetrainingacademy.net
- 3** WEB: www.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
- My company is applying to become an MYBA Member
- I have previous experience in the professional yachting industry with a desire to become a yacht broker working for a registered MYBA company
- I have been referred by a MYBA member

Company Name:

Where did you hear about the seminar?

- MYBA  Email  Website  Advertisement

Referred by:

Other:

## Payment Details

The cost of the three-day seminar is £2,250.00 for non MYBA members and £1,950.00 for MYBA members (+VAT at standard rate if applicable).

Please tick your preferred payment terms.

I would like to be invoiced for the full payment (to be paid within 10 working days).

I would like to be invoiced for the non-refundable deposit of £250.00 (to be paid within 10 working days) to secure my place. The remaining balance will be paid no later than Monday 2nd September 2022.

### Billing Address:

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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.

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** The seminar fee includes all lecture sessions, two nights' accommodation, meals, refreshments and documentation. Extra nights requested are payable by the delegate on checkout of the hotel. **Delegates will be responsible for all foreign currency transaction fees.**

**Joining Instructions.** Delegate handbooks, directions 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 sent via email
- » 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: