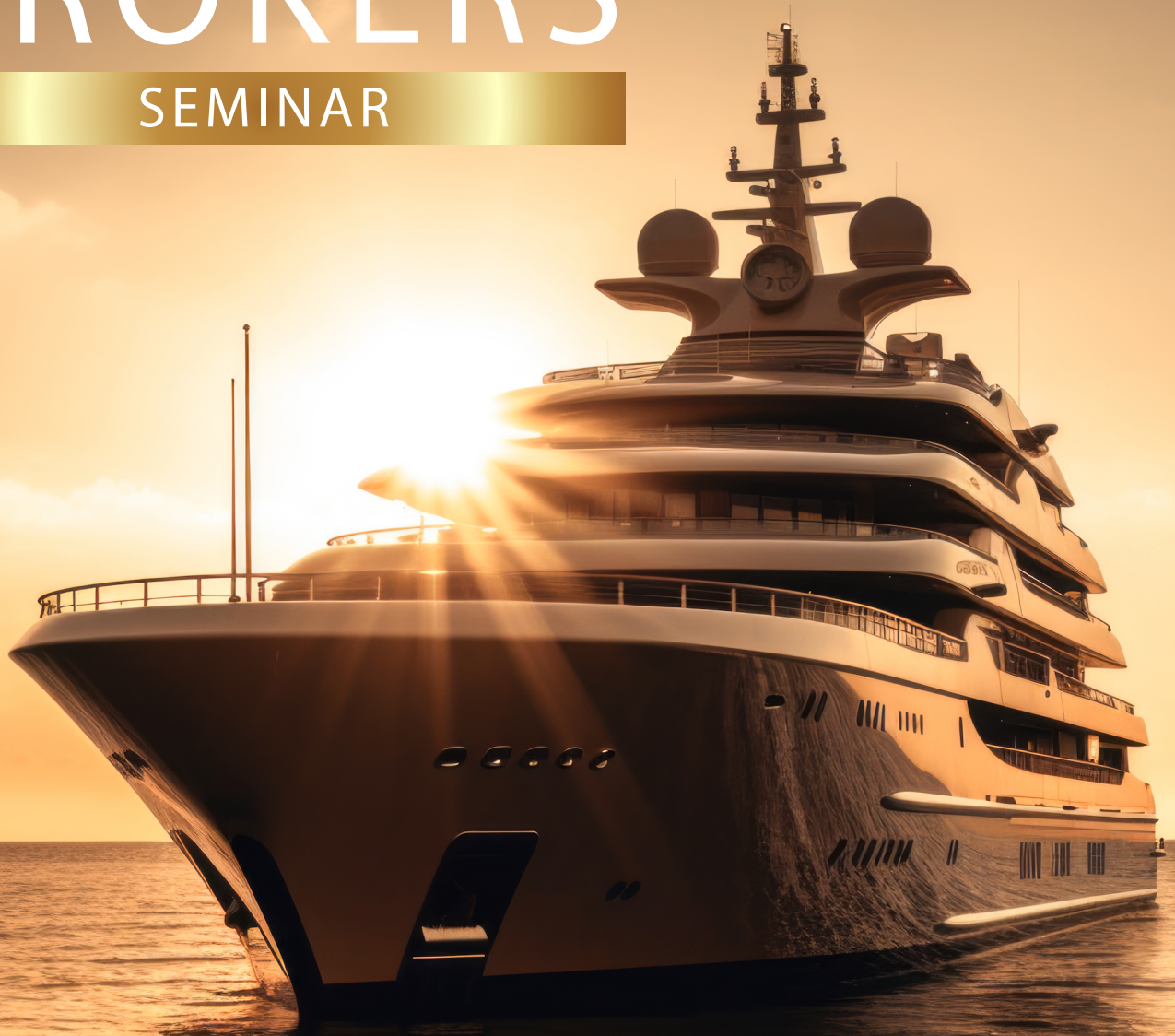


SUPERYACHT BROKERS

SEMINAR



**Wednesday 11 - Friday 13
February 2026**

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 Burgess, Jaffa & Co., Northrop & Johnson, Superyacht Charter Captain, Hill Dickinson, Fraser Yachts, H&V Yachting, Yacht Zoo, MYBA, Maritime Services Group and more.

Hosted by:

TA

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MYBA

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

MYBA SUPERYACHT BROKERS

—— SEMINAR ——

Why should you attend?

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 industry. As numbers are restricted, it is highly recommended that you register early to avoid disappointment.

Who should attend?

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

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 therefore 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

WEDNESDAY 11 FEBRUARY 2026

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

DAY TWO

THURSDAY 12 FEBRUARY 2026

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

DAY THREE

FRIDAY 13 FEBRUARY 2026

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

The seminars will be conducted in English.

Seminar content and speakers may be subject to change.



The MYBA superyacht brokers seminar was very useful and informative. Professionally delivered and engaging. The course offered a good background on related areas such as charter operation & taxation issues.

David Rogerson, Greek Yacht Sales LTD

Highly recommended this very well run and thorough course. Having travelled from Australia, I can attest that it was very beneficial and worthwhile.

Anthea Morris, Australian Superyachts

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

Wonderful team with fantastic speakers. I learned a lot & this seminar has fulfilled all my expectations. Role Playing, although challenging, was a great experience. . .

Would recommend this course without a doubt.

Nicolas Braud, Interyachts Monaco

Grateful for an introduction to the "secrets" of the superyacht industry with inspiring talks and speakers.

Anja Eckart, Flensburger Yacht-Service GmbH

Highly recommend this very well-run and thorough course. Having travelled from Australia I can attest that it was very beneficial and worthwhile.

Anthea Woodhill, Australian Superyachts

This seminar was very useful and informative. Professionally delivered and engaging. The course offered a good background on related areas such as Charter operation and taxation issues.

David Rogerson, Ionian Yacht Sales LTD

Highly recommend the course to any broker, both those in large and small broker houses. You meet wonderful people from all over the world which can help expand your reach.

Connor Skowron, Baroque Yachts

I learned a huge amount during the course from a great variety of talks & lectures. The team tasks really throw you in at the deep end but I found them very beneficial and a fantastic opportunity for networking. I came away feeling inspired and motivated.

Stephanie Inskip, TWW Yachts



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