



2027



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 and panel discussions, 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 & 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 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.





# DAY ONE

**WEDNESDAY 03 FEBRUARY 2027**

- » Overview of the Superyacht Industry Today
- » The MYBA Charter Agreement
- » The Charter Market and the Charter Process
- » Chartering from a Captain's Perspective
- » Team Task, Dinner and 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

**THURSDAY 04 FEBRUARY 2027**

- » Sale and Purchase and the MYBA Memorandum of Agreement
- » The MYBA Sales Agreement
- » Ownership Structuring and Finance
- » Marketing
- » Team Task, Dinner and Networking

# DAY THREE

**FRIDAY 05 FEBRUARY 2027**

- » VAT & Yachts
- » Superyacht Management
- » Surveys and Sea Trials
- » MYBA Mission and Ethics
- » Final Questions, Farewell and Depart

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 Monico**

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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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.