

MYBA INTERMEDIATE ONE DAY SEMINARS FOR EXPERIENCED SUPERYACHT BROKERS



Hosted By:



MONDAY 6 MARCH AND TUESDAY 7 MARCH 2017 - ST-LAURENT DU VAR, NICE, SOUTH OF FRANCE

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

CHARTER

Monday 6 March 2017

- Charter Process
- Problems/Challenges
- Advertising and Promotion
- YACHTFOLIO
- Changes in the MYBA Charter Contract
- Real Life Case Study
- Client Management
- Mini-Project and Discussion

SALE & PURCHASE

Tuesday 7 March 2017

- Sale & Purchase Process
- Problems/Challenges
- LY3/PYC
- Issues
- Changes in the MYBA Sale & Purchase Contract
- Real Life Case Study
- Six Biggest Challenges
- Mini-Project and Discussion

“

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

Nieves Morales,
YourCharterYacht.com

”

Please see reverse for Intermediate One Day Seminar prices and application form.

THE INTERMEDIATE ONE DAY SEMINARS ARE STRICTLY LIMITED TO 10 PLACES

APPLICATION FORM

MYBA Intermediate One Day Seminars For Experienced Superyacht Brokers

Please fill out this form using black ink and BLOCK CAPITALS



4 EASY WAYS TO REGISTER

- 1** Call: +44 (0)23 9258 0395
- 2** Email: info@thetrainingacademy.net
- 3** Web: thetrainingacademy.net
- 4** Post: E3 - E5 Heritage Business Park, Heritage Way, Gosport, Hampshire, PO12 4BG

DELEGATE DETAILS

(Mr/Mrs/Ms/Other):

Family Name:

Forename:

Company Name:

Job Title:

Contact Tel. No:

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:

HOSTED BY



PAYMENT DETAILS

Please indicate which seminars you would like to attend:

- ☐ MYBA Intermediate One day Seminar
- **Sale & Purchase = £500** (+VAT at standard rate if applicable)
- ☐ MYBA Intermediate One day Seminar
- **Charter = £500** (+VAT at standard rate if applicable)

Signed:

Date:

Please charge my credit card:

- ☐ Visa ☐ Mastercard ☐ Invoice

Card Number:

Expiry:

Security Code:

Card Holder's Name:

Date:

Billing Address:

Where did you hear about the seminar?

- ☐ MYBA ☐ Email ☐ Website ☐ Advertisement

Referred by

Other

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 9258 0395.

Payment must be received prior to attending the seminar. 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.

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 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, fax 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 Ltd. The seminar will be conducted in English.

Amendments to Programmes The Training Academy Ltd reserve 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 Ltd, are 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 The Training Academy's products and services.

However, if you specifically do not wish your details to be used, please tick here: ☐