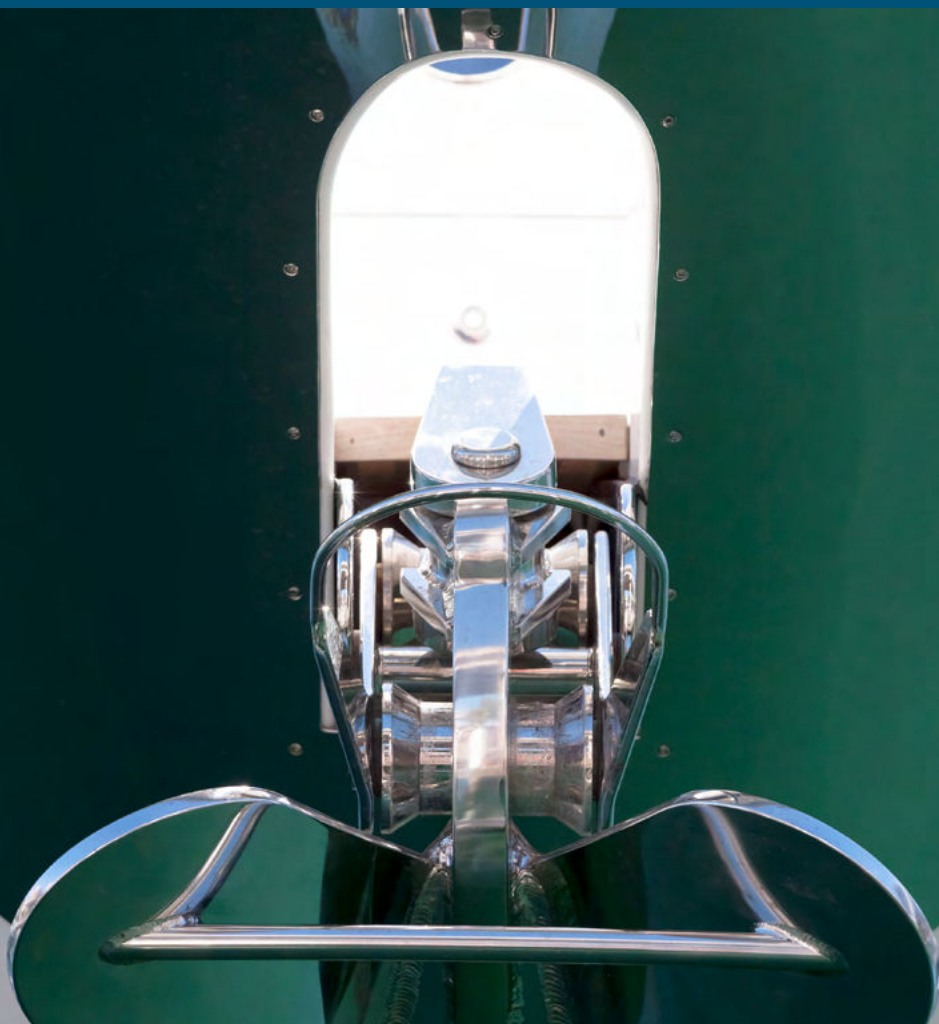


DIPLOMA IN

# Yacht Brokerage



**2025/26** [maritimetrainingacademy.com](https://maritimetrainingacademy.com)



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**MARINE  
SOCIETY**

**BRITISH  
MARINE**  
LEADING THE INDUSTRY

**wilsonhalligan**  
YACHT BROKERS



# Welcome

**At the Maritime Training Academy, we help professionals across the industry take the next step in their careers.**

Whether you're looking to upskill, specialise or advance, our flexible distance-learning diplomas are designed with your future in mind. With expert guidance and dedicated support, you'll gain practical, career-focused knowledge.

Our wide-range of diplomas cover subjects in the Superyacht, Shipping and Offshore industries, with subjects such as Superyacht Management, Yacht Brokerage, Maritime Law, Offshore Operations and many more – giving you the freedom to specialise in your chosen field.

Join thousands of students worldwide who are investing in their future with respected qualifications that open doors across the global maritime industry.

## Why choose Maritime Training Academy?

### LATEST INDUSTRY DEVELOPMENTS

Students have access to regularly updated course material, through our strong industry connections, ensuring their training reflects the latest changes and developments across the maritime sector.

### LEARN AS YOU EARN

Most of our students study part-time while working full-time. This flexible approach allows you to fit your studies around your job and progress at your own pace. Gaining experience and qualifications simultaneously also demonstrates your commitment to career development.

### OUTSTANDING TEACHING

Our study materials are developed by industry experts actively working in their specialist fields. We deliver exceptional teaching based on thorough research and many connections within the maritime sector. Our tutors are practising professionals with solid academic credentials and hands-on experience, bringing sector-specific skills directly to your learning.

### INTERNATIONAL RECOGNITION

Our long-established distance learning courses are endorsed by industry associations and all of our diplomas are also recognised by the University of Portsmouth.

# Maritime Training Academy

## WORLD-CLASS LEARNING

What makes studying with us truly inspiring is not just what you learn, but how you learn. Our flexible distance learning fits around your lifestyle, whether you're at home, on board, or anywhere in the world. We connect you with engaging content and provide regular support from expert tutors, helping you stay motivated and confident. You'll be challenged to expand your understanding, question assumptions, and grow your skills – all through a world-class learning experience designed to fit your pace and goals.

## EXCELLENT SUPPORT AND GUIDANCE

Throughout your studies, you'll receive dedicated support from your module tutors and the MTA support team. They are here to guide you, provide expert advice, and give comprehensive feedback on your coursework – ensuring you stay on track and confident every step of the way.

## YOU ARE NEVER ON YOUR OWN

While you study independently, you'll never feel isolated. Connect with fellow students through online tutorials, forums, and social media groups, sharing experiences and building a global network that supports and motivates you throughout your learning journey.

“I found this course both challenging & rewarding. Despite having eight years of industry experience, I discovered how much there was to learn about brokerage specifically.”

*Euan – Yacht Manager*

# Course Director



**TOBY MACLAURIN**

Director of Sales and Marketing at Ocean Independence

Toby is Director of Sales at Ocean Independence, as well as a Group Board Member and Shareholder of the leading superyacht company. His role is diverse, focusing on daily business support and troubleshooting for over 50 sales and charter brokers across 13 international offices.

He has served on the council of ABYA (Association of British Yacht Agents) and was elected to the governing board of MYBA (The Worldwide Yachting Association) in 2008. He went on to serve four years as MYBA President, followed by four years as Chairman of its commercial arm, All Yachting SAS, which operates yachtfolio.com and the MYBA Charter Show.





# Yacht Brokerage

12 modules

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START DATE 01/10/25

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REGISTRATION END DATE 01/04/26

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DURATION 12-18 MONTHS FROM THE COURSE START DATE

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COURSE COMPLETION DATE OCTOBER 2026 OR APRIL 2027

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## WHAT YOU WILL LEARN

Originally entering the market in 2009 as the Diploma in Boat Retail and Brokerage, we have now redeveloped this course to provide you with two additional modules (in Charter and Sales), whilst also now covering the brokerage of yachts of all sizes. With these exciting new changes set in place, we have now relaunched this course as the Diploma in Yacht Brokerage.

Module subjects include essential matters such as registration, title, rules and regulations, yacht brokers and the law, business management and valuation along with other challenging subjects such as insurance, finance, sea trials and chartering.

## WHO IS THE COURSE SUITABLE FOR?

Whether you are already an experienced broker or looking to make the transition to this vibrant industry in a junior capacity, the Diploma in Yacht Brokerage is applicable to anyone working within a yacht or charter brokerage environment.

## HOW THE COURSE WORKS

One module is released each consecutive month, from the October start date. Each module is uploaded onto our student web portal, allowing students to access the material at any stage during their course. The modules are available in a PDF format.

# Course Fees

## **DIPLOMA – £3,195**

This includes the module materials as PDFs, assignment and examination marking. Upon successful completion, a digital PDF certificate use of post-nominal letters and a course badge will be issued.

## **CERTIFICATE – £2,295**

This includes the module materials as PDFs and assignment marking. Upon successful completion, a digital PDF certificate and course badge will be issued.

## **INDIVIDUAL MODULES**

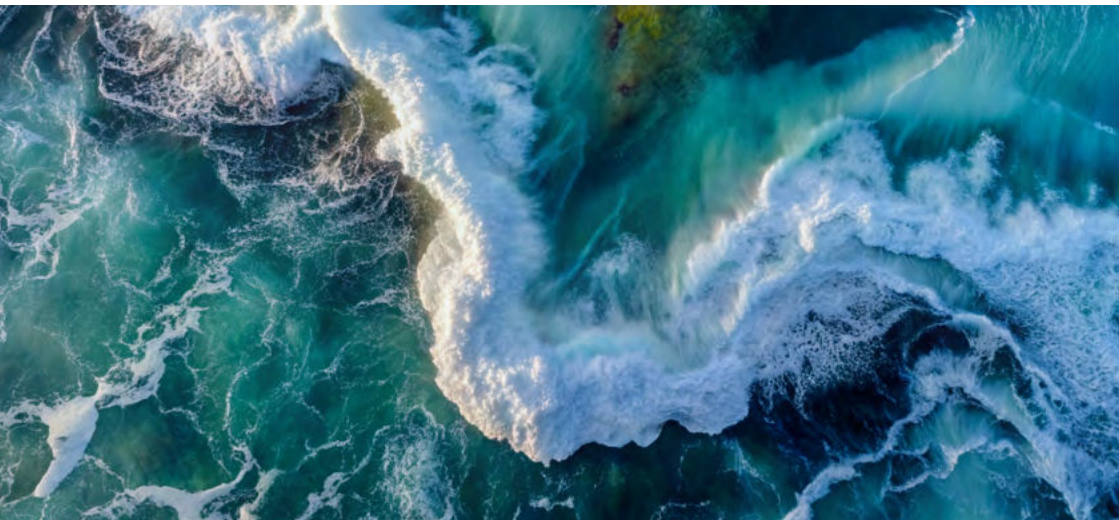
**£250** – Module content only.

**£400** – Module content, assessment and certification.

**Extension Fee:** If you are unable to complete the course in the 18 months allocated from the start date of the course, you can apply for a further 6-month extension for an additional fee of £250.

**We offer re-registration onto the course for lapsed students at 50% of the course costs.**

You will have the opportunity to resubmit any student assignments or carry any existing marks forward into the new academic year to be counted towards your final examination results.



# Course Fees

## EXAMINATIONS FOR DIPLOMA STUDENTS

Examinations are held twice a year, in April and October. Further details, including dates and requirements, can be found at [maritimetrainingacademy.com](http://maritimetrainingacademy.com).

Students can choose to complete their final examination either online or as a handwritten paper at an approved examination centre.

### ONLINE EXAMINATION – £125

Our online examination option offers flexibility and convenience, allowing you to sit your final 3-hour examination from any suitable location. You will need a laptop or desktop computer with a stable, fixed-line internet connection, along with a working microphone and camera. The online examination is invigilated remotely, and the fee is £125.

### WRITTEN EXAMINATION

If you prefer to sit your examination as a handwritten paper, this must take place at an approved examination centre that meets the criteria set by our Training Department. Any fees charged by the chosen venue must be covered by the student. For those based in the UK, our centre in Gosport is available as an approved examination location.

## RESITS

**Resit Written Exams:** You are entitled to resit your examination once, subject to payment of an additional fee of £250. Any additional expenses will need to be met by the student.

**Resit Online Exams:** You are entitled to resit your examination once, subject to payment of an additional fee of £375 (the £250 resit fee plus the £125 online examination fee).



# Course Fees

## PRINTED CERTIFICATE COMPLETION PACK

### Printed Certificate (including courier fee) £75

Upon successful completion of a Diploma, Certificate or Short Course, all students will receive a digital PDF certificate.

But, if you want something extra special to mark your achievement you can now upgrade to our certificate completion pack!

The courier fee includes reliable, tracked delivery for both UK and international students. Please note that we are unable to deliver to PO Box addresses – contact us if you require an alternative delivery option.

## COURSE BADGE

Upon successful completion of a Diploma, Certificate or Short Course, all students will receive an exclusive digital course badge for use on business cards, LinkedIn profiles and website(s)!

Please feel free to include this on your business cards, LinkedIn profile, and any other professional materials.



## POST NOMINAL LETTERS

Upon completing the **Diploma** you will also be eligible to use the following post nominal letters after your name: MTA DIP YB.

## VAT

Will be added at the standard UK rate where applicable. Companies outside the UK may be entitled to reclaim VAT and need to contact their local tax authorities.

## FOR MORE INFORMATION, CONTACT US:

Email [courses@maritimetrainingacademy.com](mailto:courses@maritimetrainingacademy.com)

Telephone +44 (0) 1252 739779

[www.maritimetrainingacademy.com](http://www.maritimetrainingacademy.com)

# Course Syllabus

## 12 modules

### 1. AN INTRODUCTION TO THE YACHT BROKERAGE INDUSTRY

- Yachting safety
- The purchase of a yacht
- The law and yachts
- Health and safety for the yacht broker
- Customer relations & common courtesy
- Brokerage companies and organisations
- The essential resources for a yacht broker

### 2. TYPES OF VESSELS & TECHNICAL DESCRIPTIONS

- Basics of design
- Definitions of the principal dimension
- Multihulls
- The shape of hulls
- Types of vessels
- Sailing boats
- Sails and rigging
- Motorsailers
- Powerboats
- Inland waterways vessels
- Mechanical propulsion devices
- Materials & their construction
- Internal equipment
- Electronic & navigation equipment
- Technical standards
- Basic operational knowledge
- Weather and tides

### 3. REGISTRATION, TITLE, RULES AND REGULATIONS

- The role and function of registration
- Registration and the certification of registry
- Admiralty law and jurisdiction
- International maritime law
- Documentation
- National and international standards
- The Royal Yachting Association Training & Qualifications
- Schedules

### 4. BOAT BROKERS AND THE LAW

- Legal concepts
- English Law and the National Legal System
- The law of contract
- The law of tort (negligence)
- Liability in contract and tort
- Sale of goods
- UK Legislation
- Trade descriptions
- Business practice
- Value Added Tax (VAT)
- Recreational Craft Directive
- Title & registration
- Marine insurance

# Course Syllabus

## 12 modules

### 5. BUSINESS MANAGEMENT

- Starting a yacht brokerage business
- Chosen product
- Money
- Risks
- Advice
- Mechanics
- Obtaining listings, photography, advertising and publicity
- Go and see the vessel and crawl over it yourself
- Responsibilities of the different brokerages (listings and selling)
- Getting the vessel on your books
- Marketing and selling
- The sale process
- Communications, ethics and client relations
- The five big thoughts

### 6. THE SURVEYOR IN PRACTICE

- The surveyor
- Organising and completing the survey
- Types of surveyors
- What makes a good surveyor?
- Types of surveys
- The role of the surveyor and the sale process
- The broker/surveyor relationship

### 7. SEA TRIALS

- Sea trial and the broker
- The purpose of the sea trial
- Engine tests
- Steering tests
- Other system trials
- Information recording and reporting

### 8. VALUATION

- Valuations
- Valuation methodology

### 9. INSURANCE

- The legal side of marine insurance
- The practical side of marine insurance
- The marine trades policy

### 10. FINANCE

- Sources of finance available to the broker and the decision criteria
- Title registration and the influence on options for finance
- Liens and encumbrances
- Value Added Tax (VAT)
- Corporate ownership and the rationale
- Financial Conduct Authority (FCA)
- Client funds, trust, deposits and escrow accounts
- Miscellaneous finance topics

# Course Syllabus

## 12 modules

### 11. CHARTER YACHT BROKERAGE

- Why get into the charter yacht industry?
- Different types of charter
- Structure of the yachting industry
- Getting started
- Finding yachts for your clients
- Different types of charter yachts, toys, amenities and crew members
- International chartering areas and their respective seasons
- Itineraries
- Finding clients
- Sales training & closing the deal
- Contracts
- Financial transactions
- Preference sheets
- Clients & customer care
- Niche marketing
- Charter yacht booking

### 12. YACHT SALES

- Sales and brokerage
- Franchise / dealership
- Introduction to superyacht brokerage
- Role of the broker
- Campaign – be prepared
- Location
- Purchasers profile & preferences

# Maritime Training Academy by numbers

**70+**

countries around the world have maritime professionals enrolled on our courses, all benefiting from MTA's experience and industry expertise.

**47**

industry-specific courses offered across sectors such as engineering, management, shipping, and operations.

**52**

expert authors contribute to MTA's courses – practising industry professionals who share their valuable knowledge to support and guide our students.

**4507**

students have enrolled on MTA's industry-endorsed distance learning courses, building their knowledge and advancing their maritime careers.

**23**

years of Maritime Training Academy helping professionals around the world advance their careers through expert knowledge and first-hand maritime experience.

# Terms & Conditions

## THE COURSE

**Teaching Method:** Our courses are delivered by distance learning, unless otherwise stated.

### COURSE DURATION:

**Diploma and Certificate** students will have a maximum of 18 months from the course start date to complete the modules and sit the exam.

**Short Course** students will have up to 6 months to complete their module(s).

## COURSE MATERIAL

**Course Language:** Our courses are conducted entirely in English, in verbal and written format.

### Delivery of Diploma and Certificate Modules:

1 module is released each consecutive month, from the start date (April/October). Each module is uploaded onto our student web portal, allowing students to access the material at any stage during their course.

The modules are available in a PDF format and students are able to download or print the material when required. Modules can be completed in any order, provided that all assignments are submitted no later than 6 weeks prior to the examination date.

Every effort will be made by the organisers to upload the modules monthly but they cannot be held liable for any delays resulting from unforeseen circumstances.

**Presentation:** The modules provide the foundational knowledge for the whole course which is designed to be self-contained. However, students are encouraged to deepen their understanding through additional sources.

**Recommended Reading:** A reading list will be provided where applicable.

**Access:** Course material is for personal study use only and may not be distributed without MTA's prior written permission.

Access to the course material will be given on receipt of payment. Any outstanding fees will also become payable on accessing the material.

## STUDENT ASSIGNMENTS

**Student Assignments:** One included with each module. They are a compulsory element of the course and they must all be completed at least six weeks before the date of the final examination.

**Self-Assessed Questions:** Some modules contain self-assessment questions designed to help candidates consolidate their knowledge.

**Studying Time:** We recommend 10 to 30 hours study time per module, with additional time being set aside for completing the student assignments.

## TUTOR SUPPORT

**Tutorials:** Students can choose to participate in a tutorial which will be held before the Diploma exams in April and October. Although this is not compulsory, many previous students have found the tutorials beneficial and an excellent opportunity to meet fellow students, the Course Director, authors and tutors.

**Tutors and Authors:** To support you during your studies, tutors and authors are available to help with any questions or technical queries by email and student forums.

## ADMINISTRATION

For matters relating to enrolment, payment of fees, change of enrolment details, module mailings, please contact the Course Manager:

T: +44 (0)1252 739779

E: [courses@maritimetrainingacademy.com](mailto:courses@maritimetrainingacademy.com)

## EXAMINATION

Examinations will be held in **October** and **April**.

*A 6-month extension is available upon application.*

**Examination Length:** Three-hour written or online examination. All exams are Closed Book.

**Sitting Overseas:** Students must arrange an approved exam venue through the Course Administration Office at least 6 weeks before their examination date. Any additional expenses incurred will need to be met by the student.

Alternatively, students can sit the examination online instead of at an approved venue. They will need either a laptop or desktop computer with a reliable, fixed line internet connection, together with a working microphone and camera.

**Online Examination:** For a fee of **£125** Diploma students can choose to sit their final examination online instead of at an approved venue.

**Certificate:** Students who successfully complete the compulsory student assignments, but do not take the examination, will receive a digital certificate if they successfully achieve the required grades to pass.

## THE MARKING STRUCTURE

### DIPLOMA AND CERTIFICATE:

**Assignments:** Constitute 27% of the final mark.

**Examination:** Constitutes 73% of the final mark.

**Pass Mark:** For the Diploma written examination is 75%. For the student assignments a minimum mark of 40% is required.

### SHORT COURSES:

**Examination:** Constitutes 100% of the final mark.

**Pass Mark:** A minimum mark of 70% is required.



# Terms & Conditions

## COURSE FEES

**Diploma Fee: £3,195.** This includes the module materials as PDFs, assignment and examination marking. Upon successful completion, a digital PDF certificate use of post-nominal letters and a course badge will be issued.

**Certificate Fee: £2,295.** This includes the module materials as PDFs and assignment marking. Upon successful completion, a digital PDF certificate and a course badge will be issued.

**Short Course Fee: £295.** Most short courses consist of one module\* and have between 10-20 multiple choice assessment questions. Upon successful completion, a digital PDF certificate and a course badge will be issued.

**Online Examination:** For a fee of **£125** Diploma students can choose to sit their final examination online instead of at an approved venue.

**Certificate Completion Pack:** On successfully completing the course students will receive their Certificate via email. A Certificate Completion Pack can be posted for a fee of **£50**, plus an option to ship via courier for a fee of **£25**

**Printed Modules Fee:** In addition to the course PDFs, we also offer students the option of purchasing the modules in a hard copy format. Please note, this option is **NOT** mandatory in order to complete the course. The printed modules option is charged at an additional fee of **£500**, and modules are sent out every 3 months.

**Air Courier Fee:** For an additional fee of **£375**. Recommended for candidates in areas experiencing problems with their postal system. Other overseas mail will be sent by airmail only.

**Extension Fee:** If you are unable to complete the course in the 18 months allocated from the start date, you can apply for a further 6-month extension for an additional fee of **£250**.

**Reregistration Fee:** We offer reregistration onto the course for lapsed students at 50% of the course costs. You will have the opportunity to resubmit any student assignments or carry any existing marks forward into the new academic year to be counted towards your final examination results.

**Resit Written Exams:** You are entitled to resit a written examination once, subject to payment of an additional fee of **£250**. Any additional expenses will need to be met by the student.

**Resit Online Exams:** You are entitled to resit an online examination once, subject to payment of an additional fee of **£375** (the **£250** resit fee plus the **£125** online examination fee).

**Not included in the fees:** Any travel or food costs or accommodation if required. Any expenses which may be incurred in arranging a suitable examination venue.

**Discounts:** Available for group registrations. Please contact MTA for details.

T: +44 (0)1252 739779

E: [courses@maritimetrainingacademy.com](mailto:courses@maritimetrainingacademy.com)

**VAT:** Will be added at the standard UK rate where applicable. Please contact us for details.

**Reclaiming VAT:** Companies outside the UK may be entitled to reclaim VAT and need to contact their local tax authorities.

## PAYMENT PLAN

Please contact us to discuss whether the Diploma and Certificate course fees can be split into smaller instalments.

## PAYMENT METHODS

**Payment:** Payment must be made upon application by bank transfer or credit card. Fees will be refunded in full should applications be declined.

**Bank Transfer:** MPI Group bank account, National Westminster Bank, 19 Shaftsbury Avenue, London, W1A 4QQ, UK

Account Number: **06532381**

Sort Code: **56-00-29**

**Credit Card:** Payment can be made securely via the Sagepay link on the invoice or we can arrange for our accounts team to process card payments over the phone.

## CANCELLATION POLICY

Cancellations can only be made in writing before the start date of the course. Course fees, less an administrative charge of £500, will be refunded. After the start of a course the student becomes liable for all course fees due.

**Course content is subject to change at the discretion of the Course Director.**

## DATA PROTECTION

We record your personal information when you contact us and use this to manage registration, study, examination and other services. When you register, we will tell you more about how we process and use your personal information.

\*Introduction to the Superyacht Industry consists of four modules each with multiple choice assessment.

## Maritime Training Academy

Tel: +44 (0)1252 739779

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